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ANNUAL REPORT

DEPARTMENT
OF
TRADE AND COMMERCE

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Seventy-Third

ANNUAL REPORT

Department
of
Trade and Commerce
1964

The Honourable Mitchell Sharp, *Minister*
J. H. Warren, *Deputy Minister*



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OTTAWA, JUNE, 1965

The Honourable Mitchell Sharp,
Minister of Trade and Commerce,
Ottawa, Canada.

Sir:

I have the honour to submit the Seventy-Third Annual Report of the Department of Trade and Commerce, which covers the operations and services rendered during the calendar year 1964.

Your obedient servant,

J. H. WARREN,
Deputy Minister.

OTTAWA, JUNE, 1965

To His Excellency General Georges P. Vanier, P.C., D.S.O.,
M.C., C.D.,
Governor General of Canada.

May it please Your Excellency:

I have the honour to submit to Your Excellency the Seventy-Third Annual Report of the Department of Trade and Commerce covering the calendar year 1964.

A summary of the operations and services rendered by this Department, under their respective headings, is laid before Your Excellency.

Respectfully submitted,

MITCHELL SHARP,
Minister of Trade and Commerce.

TABLE OF CONTENTS

	PAGE
Introduction	9
Structure and Services of the Department	11
Trade Policy Service	12
Office of Trade Relations	13
Commodities and Industries Service	22
Agriculture and Fisheries Branch	22
Industrial Materials Branch	26
Manufacturing Industries and Engineering Branch	30
Trade Services Branch	34
External Trade Promotion Service	36
Canadian Government Exhibition Commission	37
Canadian Government Travel Bureau	39
Trade Commissioner Service	44
Trade Fairs and Missions Branch	45
Trade Publicity Branch	47
Other Services	50
Economics Branch	50
Grain Division	51
Standards Branch	52
Administrative Services	52

APPENDICES

	PAGE
A. Head Office Directory	55
B. Regional Offices of the Department	59
C. Location of Trade Commissioner Service Offices Abroad	60
D. Location of Canadian Government Travel Bureau Offices Abroad ..	61
E. Tariff Arrangements in Force as of December 31, 1964	62
F. International Commodity Conferences and Agreements	76
G. Projects of the Canadian Government Exhibition Commission 1964	83
H. Canadian Trade Missions, 1964	89
I. Statements of Departmental Expenditure and Revenue	93
J. Distribution of Departmental Staff	95
K. Legislation Administered by the Department of Trade and Com- merce	96
L. Directory of Boards, Crown Corporations and Agencies	97
M. Export Credits Insurance Corporation	98

INTRODUCTION

The Department of Trade and Commerce was established by Act of Parliament on June 23, 1887, although the Act was not brought into effect until December 3, 1892.

Speaking in debate on the Bill to create a Department of Trade and Commerce, Prime Minister Sir John A. Macdonald explained that "the rapidly and largely increasing trade of Canada has made it necessary, or at all events expedient, to appoint a Minister whose time and attention and energy should be applied to the important object of developing and maintaining everything connected with our trade and commerce, whether it be home or foreign trade."

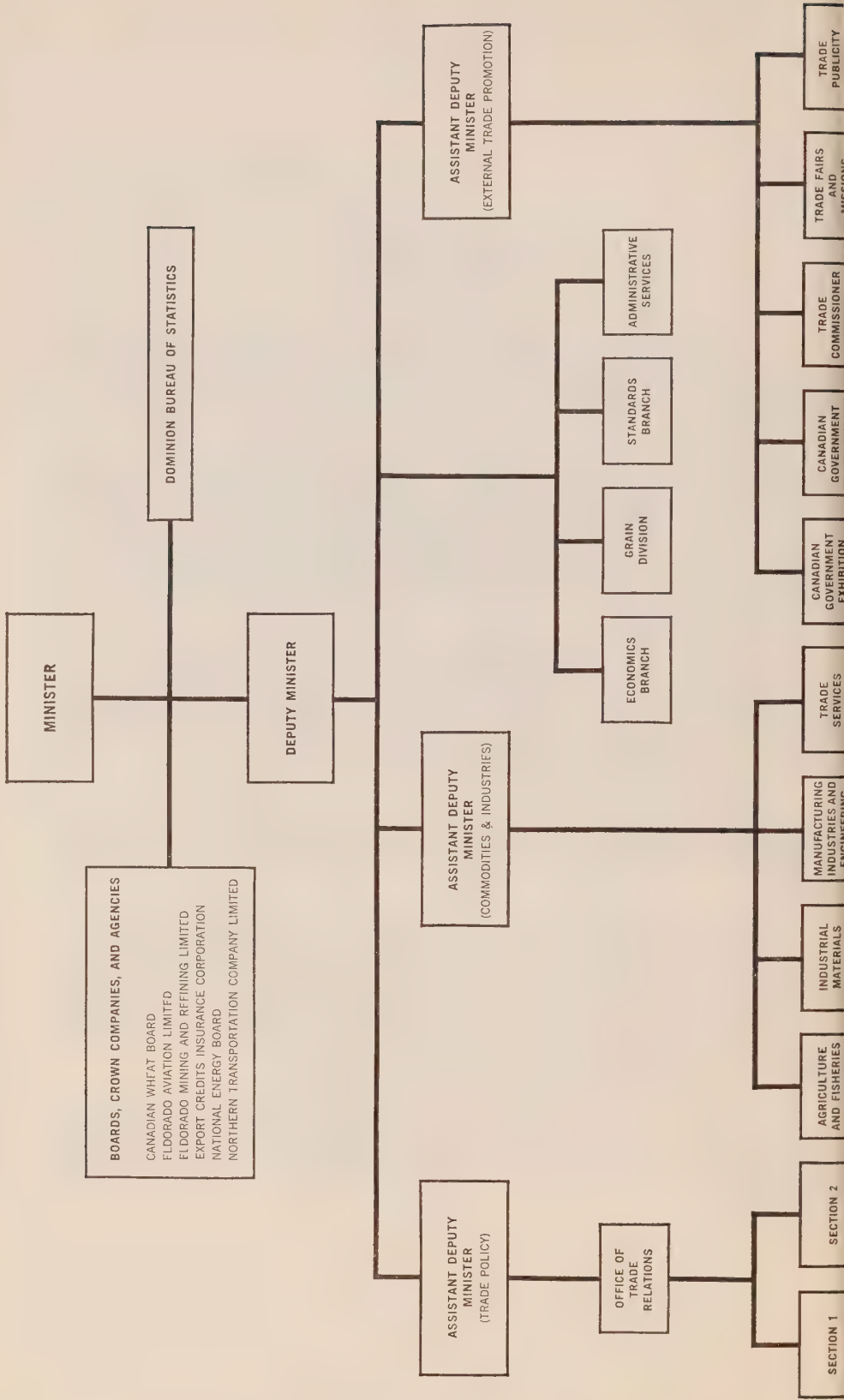
The name of the new Department was chosen deliberately, the Prime Minister said, because it indicated what the new Minister was to do. "He is to attend to everything connected with trade, foreign or domestic. He is to attend to everything connected with commerce in its widest signification as having a wider scope than the word trade."

The Department took over the direction of the work of seven Honorary Commercial Agents in 1892 and these officers became the first members of what was to become the Canadian Government Trade Commissioner Service.

During the early years, the Department's duties involved control and supervision of Customs and of Internal Revenue, the administration of the provisions of the Chinese Immigration Act and the direction of the Canadian Government Motion Picture Bureau, in addition to matters more directly concerned with trade such as the administration of steamship and mail subsidies and all Acts relating to the regulation of trade.

Over time, the Department's work in trade and commerce has become predominant in the export field, although it continues to perform certain functions in the area of domestic commerce and, more recently, in travel promotion.

DEPARTMENT OF TRADE AND COMMERCE ORGANIZATION CHART
(AS OF DECEMBER 31, 1964)



STRUCTURE AND SERVICES OF THE DEPARTMENT

The Department of Trade and Commerce, charged with the responsibility of promoting Canada's export trade and of increasing its tourist trade, carried out this mandate in many different ways in 1964. Its officers sat at international conference tables with representatives of other governments, organized and participated in trade fairs and trade missions, studied market prospects for a broad range of commodities, discussed these prospects with industry, promoted exports in a number of other ways, and spread information about Canada's attractions for the tourist. They also helped individual Canadian businessmen with research into foreign markets and with a variety of export problems.

Basically, the Department provides service in three general areas: trade policy, commodities and industries, and external trade promotion, though the line between each is not drawn hard and fast and co-operation among them is close and continuous.

The Trade Policy Service works to obtain for Canadian exports the best possible terms of access to foreign markets. In 1964, much of its energy was spent on preparations for the Kennedy Round of trade and tariff negotiations that got under way in Geneva during the year. The Office of Trade Relations, the chief operating arm of the Trade Policy Service, provided representatives at meetings called to consider international commodity arrangements, such as the International Wheat Agreement; accompanied the Minister or Deputy Minister to various other international or bilateral conferences, and worked closely with the other branches of the Department and with the Export Credits Insurance Corporation on arrangements for financing Canadian exports of capital goods and services under long-term financing agreements. Its officers also devoted a good deal of time to giving individual exporters information on marketing, documentation needs and tariffs in various countries, and smoothing their path in other ways.

The Commodities and Industries Service divided its work among four rather than the previous three branches—Agriculture and Fisheries, Industrial Materials, Manufacturing Industries and Engineering, and Trade Services (transportation, trade controls, directories, etc.). This Service works closely with private industry, studying its export potential and encouraging it to find customers overseas. As part of this work, it maintains regional offices; an office opened in Montreal brought to five the number operating across Canada. In co-operation with other branches of the Department, it organized various promotion campaigns, such as the imaginative Canadian Demonstration Homes project in Britain, which saw the building of three

pairs of two-storey houses at three locations in Britain to illustrate the use of Canadian materials and building methods. Commodity officers also carried out market surveys for a number of products and helped in the production of commodity booklets. As always, this Service worked closely with provincial governments, industry associations, and marketing boards, as well as with individual companies.

The External Trade Promotion Service is active outside Canada, effectively promoting by a number of means, the growth of Canada's export trade and the increase of foreign visitors to Canada. One important method is through the Trade Commissioner Service, which maintained posts in 47 countries staffed by 158 Foreign Service Officers. Fourteen new officers reported to the Department for training before going on to service abroad in 1965.

Another fruitful means of promoting sales is participating in foreign trade fairs, in concert with Canadian exporters. The Department sponsored 54 trade or information exhibits in 15 foreign countries. It also sent abroad 15 trade missions and welcomed to Canada 10 incoming missions. Trade publicity using all media supported and made more effective all promotion activities. In these programs and in many other instances, the Canadian Government Exhibition Commission, the Trade Fairs and Missions Branch and the Trade Publicity Branch worked together with other interested Branches to achieve the Department's objectives.

The Canadian Government Travel Bureau, encouraged by a record income of \$609 million from the tourist trade in 1963, continued to build up its staff and opened three new offices abroad—in Paris, Duesseldorf, and Minneapolis. It also carried on far-reaching promotion and advertising campaigns, with emphasis on the United States and Europe, and sponsored its first Travel Trade Mission which visited Britain, France and Germany.

The detailed reports that follow summarize the activities of every branch and division in the Department and demonstrate how it operated in the complex world of 1964.

TRADE POLICY SERVICE

The primary role of the Trade Policy Service is to safeguard and improve the terms of access for Canadian goods to foreign markets. The activities of this Service relate to matters such as international trade negotiations, regional trading groups, international commodity arrangements, export financing and economic aid programs, international financial questions and surplus disposal operations. They include preparing for and staffing international conferences and meetings.

The Service follows closely changes in rates of duty, import restrictions, documentation requirements, anti-dumping and countervailing measures and other foreign governmental regulations affecting Canadian exports. It pub-

licizes these developments and supplies, on request, detailed information regarding terms of access for Canadian goods in foreign markets. It also assists businessmen in dealing with special problems in this field.

In addition, the Service acts as a point of contact between trade commissioners abroad and the Department in Ottawa. It also assists in the work of the Department regarding export financing and external aid.

Office of Trade Relations

The Office has five geographical area divisions: the United States, Commonwealth, Europe, Latin America, and Asia and the Middle East. There are also four divisions responsible for specific aspects of international economic relations: Commodity Trade Policy, Export Financing and External Aid, International Organizations and General Relations.

The year was marked by a number of important developments carrying forward the major initiatives in the field of international trade relations that were undertaken in 1962 and 1963. The Kennedy Round of trade and tariff negotiations, formally opened at the General Agreement on Tariffs and Trade Ministerial Meeting in May, 1964, moved into the detailed bargaining stage in November with the tabling of offers of tariff concessions on industrial products by 18 leading trading nations. While little progress was made during the year in laying the basis for detailed negotiations respecting trade in agriculture, the agreement reached in December between the European Economic Community countries on common cereal prices removed one of the principal obstacles in this field.

In April, the Canadian Tariffs and Trade Committee commenced detailed consultations with Canadian industry and other interested parties on the implications of the negotiations. By July, when its initial task was completed, the Committee had received more than 400 separate briefs and more than 60 oral presentations. The views and information assembled by the Committee form an important part of the briefing for the Canadian delegation to the negotiations in Geneva.

Activities during 1964 directed towards the needs of the developing world were highlighted by the first United Nations Conference on Trade and Development in the spring and summer. This Conference had been in preparation for more than two years. The results of the Conference included the formulation of a number of recommendations dealing with the developing countries and the establishment of new institutional machinery. Another initiative in this field which was brought to fruition in 1964 was the adoption by the GATT of the new Part IV of the General Agreement dealing with questions of trade and development.

International Organizations

Four new developing countries — Kenya, Togo, Malawi and Malta — joined the General Agreement on Tariffs and Trade (GATT) in 1964.

Developing countries now constitute more than two-thirds of the GATT membership of 77 countries. The GATT is a multilateral trade agreement through which Canada and most of its trading partners work to reduce tariffs and other trade barriers and to resolve trade problems and disputes.

The highlight of the year for the GATT was the adoption, at a Special Session in November, of a new section of the Agreement, Part IV, entitled Trade and Development. The three new Articles constituting Part IV are designed to reflect more accurately the activities and responsibilities of the GATT in relation to the trade and economic development needs of the less-developed countries. They set forth the principles and objectives by which the Contracting Parties should be governed in dealing with problems relating to the trade and development of the less-developed countries. They also outline the means by which efforts to meet the needs of these countries might be enhanced. Provision is also made for joint action by the Contracting Parties to further these objectives. The Special Session also agreed upon the establishment of a Standing Committee on Trade and Development to deal with work in this field.

The twenty-first regular session of the GATT was held in March. Canada participated in detailed consultations with 11 countries which still maintain import restrictions for balance-of-payments purposes. Other subjects before the GATT during the year included the British import charges imposed in October and special consultations on barriers to trade in agricultural products.

In April, Japan became a full member of the Organization for Economic Co-operation and Development (OECD). The other members are Western European nations, the United States and Canada. The OECD provides a forum for exchange of views on trade and economic matters. It facilitates co-operation among the member countries to attain the highest sustainable economic growth and the expansion of trade on a multilateral basis. One of the main concerns of the OECD in 1964 was the examination and discussion of various proposals for assisting the developing countries to make more rapid progress towards self-sustaining economic growth. The Ministerial Council of the Organization met in December and agreed that close consultations should be maintained within the OECD framework on questions under discussion in the United Nations Conference on Trade and Development.

The first United Nations Conference on Trade and Development (UNCTAD) was held in Geneva from March to June. Canada was one of the 120 countries represented. The focus at this Conference was on the economic needs and aspirations of the developing countries. Proposals were discussed regarding access to markets for primary products and manufactured goods; remunerative, equitable and stable prices for basic commodities; and co-operation between developed countries in providing economic and technical assistance for development purposes.

The Conference also proposed the creation of new institutional machinery to continue its work in the field of trade and development and to implement its recommendations and conclusions where appropriate. At the end of the year, the United Nations General Assembly established UNCTAD as one of its permanent organs and provided that it should meet in 1966 and every three years thereafter. The General Assembly also established, as a subsidiary body of UNCTAD, the Trade and Development Board which is to consist of 55 members elected by the Conference. The Board will normally meet twice yearly. Its main function will be to ensure the continuity of the work of UNCTAD. Canada will be a member of the Board.

Commodity Trade Policies

New arrangements were worked out by the United Kingdom with Canada and other major grain producers to govern trade in cereals. The arrangements call for a fair and reasonable balance between domestic production in Britain and imports. This is to be achieved through restraints on domestic production and minimum prices for imports. The first annual review was held in December to consider the extent to which the objectives of the agreements were being achieved.

In the GATT Cereals Group, further discussions were held on the elements which might be included and the techniques which might be employed in a comprehensive international cereals agreement. With the December decision of the EEC Council of Ministers on common cereals prices, the way has been cleared for more intensive negotiations in the new year.

One of the main issues facing the International Wheat Council at its meetings in 1964 was the question of renegotiation of the present International Wheat Agreement (IWA) which expires in July 1965. In view of the negotiations in the GATT Cereals Group and uncertainties regarding United States farm legislation, it was agreed that the present IWA should be extended in its present form by means of a protocol. The term of the extension was still under discussion at the end of the year.

The Committee on Commodities, to be established under UNCTAD, will assume the functions of some existing United Nations bodies in the commodity field and follow up the recommendations of the Conference on commodity trade.

Close and extensive consultations on grain and related matters were held both through the existing Canada-United States bilateral machinery on surplus disposal and at the ministerial level at the end of the year. These consultations are directed towards safeguarding commercial markets for grains. They also provide a means of exchanging views on grain matters of mutual concern, in particular the agricultural negotiations under the Kennedy Round and the renewal of the IWA. Such consultations were complemented by discussions in multilateral commodity forums.

Financing and Aid

Long-term government financing was provided for capital projects in Argentina, Chile, Egypt, India, Mexico, Pakistan, the Philippines and Turkey under Section 21A of the Export Credits Insurance Act, and further funds were earmarked in connection with Canadian participation in the World Bank Consortia for India and Pakistan. By the end of the year, outstanding loan commitments had risen to over \$294 million. In June, the legislative ceiling for long-term loans was increased from \$300 million to \$400 million.

The Food Aid Program, announced in July 1963, established a level of \$15 million for 1964-65 to provide for commodity contributions to international aid agencies and to supply Canadian food, principally wheat and flour, on a bilateral basis to less developed countries. Parliamentary approval was given to the new \$50 million soft loan fund for the provision of development assistance loans on terms comparable with the International Development Association (i.e. an interest rate or service charge of not less than $3/4$ of 1 per cent per annum, a grace period of up to 10 years and an over-all maturity period of up to 50 years).

Towards the end of the year, a substantial additional Canadian pledge to the World Food Program was announced. In December, an agreement was signed with the Inter-American Development Bank under which Canada will make available up to \$10 million from its new development loan fund to finance economic, technical and educational assistance projects in Latin America.

The Department has also been actively engaged in international consultations on financing and aid. A Group on Export Credits and Credit Guarantees was created by the OECD at the end of 1963 to hold consultations on the policies pursued by OECD member governments. It will attempt to work out common guiding principles and explore other possibilities of improving co-operation between member countries in these fields. It will also co-operate closely with the Berne Union which is interested particularly in export credit transactions covering periods of up to five years. In addition, last July the Development Assistance Committee of the OECD established three working parties; on assistance requirements, on financing aspects of development assistance and on UNCTAD issues.

Canada and the United States

Canada's trade with the United States rose to a new peak during 1964. Traditional exports such as lumber, pulp and paper, iron ore, and base metals were maintained at high levels. Basic industrial materials continue to form the bulk of our exports to the United States and in most cases they now enter either free of duty or over low tariffs. However, a major factor in the growth of trade was the broadening of the range of manufactured exports. Increased emphasis was placed on trade in manufactured goods, and the

removal or surmounting of impediments, including institutional barriers, to that trade.

The ninth meeting of the United States-Canadian Committee on Trade and Economic Affairs was held in Ottawa in April. Ministers received a preliminary report from the special committee appointed by President Johnson and Prime Minister Pearson to examine various aspects of economic co-operation between Canada and the United States. The trade in motor vehicles and measures designed to promote increased specialization and lower production costs in the automotive industry were discussed. There was also an opportunity to review the United States lead and zinc market situation and the prospects for relaxation of the United States restrictions on cheese.

Several anti-dumping and countervailing investigations covering a range of products imported from Canada were initiated by the United States Bureau of Customs. The countervailing investigation relating to Canadian exports of motor vehicle parts was dropped with the coming into force of the new Canada-United States arrangements. The investigation with respect to exports of iron and steel bars from Canada resulted in a finding of injury to a sector of the United States industry. However, other investigations affecting exports from Canada were either dropped or were still under investigation at the end of the year.

Detailed negotiations were initiated on changes in the United States Tariff on products of interest to Canada resulting from the introduction of a revised United States Tariff in August 1963. A major difficulty is that in a number of cases, products formerly classed as parts of a machine or implement or an unenumerated manufacture were specified by name in the new tariff and made subject to higher rates of duty. A bill to rectify some of the anomalies in the new tariff was presented to Congress towards the end of the year but was not passed before adjournment.

Negotiations concerning new arrangements in the motor vehicle trade between Canada and the United States were all but completed by the end of the year. This agreement opens up, under a system of tariff free entry, the prospects for expanded export opportunities for the Canadian motor vehicle industry in the United States market.

Canada and the Commonwealth

In 1964, Canadian exports to Commonwealth markets rose by approximately 21 per cent to reach a new record of \$1.7 billion. Particularly notable was an increase of more than 52 per cent in shipments of end products, consisting primarily of a variety of machinery and equipment and finished consumer goods.

The principal Commonwealth meetings in 1964 at which trade and economic matters were discussed were the meeting of Commonwealth Prime Ministers in London in July and the Ministerial Meeting of the Commonwealth Economic Consultative Council in Kuala Lumpur, Malaysia, in September.

The Canada-United Kingdom Continuing Committee of Senior Officials met in London in June. There were also informal trade talks in Ottawa during 1964 with a number of Ministers from Commonwealth countries including the Right Honourable Harold Wilson, Prime Minister of Britain, the Right Honourable Eric Williams, Prime Minister of Trinidad and Tobago and the Honourable Donald Sangster, Deputy Prime Minister and Minister of Finance of Jamaica.

The emergency import charge imposed by Britain in October was the subject of special consultations with British authorities. The 15 per cent charge was applied to all imports except basic raw materials, foodstuffs and a few other items. Between one fifth and one quarter of Canada's exports to Britain were affected. The British Government gave assurances that the surcharge was strictly temporary in character, that it would be reduced and finally abolished as soon as possible and that it was intended this process begin in a matter of months.

In Australia, higher tariffs were imposed on lumber and synthetic rubber. Aluminum, which had been subject to an import embargo for some time, was referred toward the end of the year to the Tariff Board for determination of the need and type of protection required by the local industry. In the interim, the import prohibition was continued. As a result of another Tariff Board inquiry, the duty on Canadian canned sardines was eliminated and Australia expressed its intention to eliminate the tariff on higher-priced grades of Canadian canned salmon while imposing a sliding scale duty on cheaper grades. As these tariffs were bound in the Canada-Australia Trade Agreement, the Australian proposal was the subject of negotiations between the two Governments.

A number of Canadian exports were made subject to higher duties or import restrictions in the West Indies. In April, the Government of Jamaica increased import duties on all luxury and semi-luxury goods by 20 per cent and on all other goods, except a few specific staples, foodstuffs and clothing, by 10 per cent.

In Pakistan, an expansion in export earnings made it possible for the Government to lift import controls from 51 basic materials, some of which are of interest to Canada. There was also some liberalization of import control in New Zealand in 1964. A depletion of foreign exchange reserves in India led to a reduction there in allocation of funds for imports toward the end of the year. Ghana also experienced a deterioration in its payments position and intensified its import controls.

Britain, on December 31, reduced its tariff vis-a-vis its European Free Trade Association (EFTA) partners by a further 10 per cent. Industrial tariffs within EFTA are now at 30 per cent of their base level. Agricultural products are generally excluded from the free trade arrangement.

After the dissolution of the Federation of Rhodesia and Nyasaland in December, 1963, two of the constituent territories, Northern Rhodesia and Nyasaland, attained independence in 1964 under names of Zambia and

Malawi respectively. Southern Rhodesia, now styled simply Rhodesia, remains a self-governing dependency of the United Kingdom.

Barbados and the Leeward and Windward Islands (except Granada) continued in 1964 to work toward formation of a new Federation in the Eastern Caribbean. Granada has opted for union with Trinidad-Tobago. In Malaysia, the Tariff Advisory Board, set up in 1963 to make recommendations on a customs union between the constituent states, held hearings during the year and began the study of 101 items for incorporation in a common tariff.

Canada and Europe

Canadian exports to Europe during 1964 amounted to an estimated \$1.2 billion, close to 40 per cent greater than in the previous year. The bulk of this increase represented large shipments of wheat to the Soviet Union, Poland, Czechoslovakia, Bulgaria and East Germany under the long-term wheat purchase agreements negotiated with those countries in 1963.

Canada's sales to the European Economic Community (EEC) totalled an estimated \$540 million, an increase of some 14 per cent. The Community itself took further steps to implement the Treaty of Rome under which it was established in 1957. On December 31, 1964, tariffs among the six member states (France, Germany, Italy, Belgium, The Netherlands and Luxembourg) were reduced by a further 10 per cent. This brought the total of such reductions to 70 per cent for industrial goods and 50 to 55 per cent for agricultural commodities. There were no changes during the year in the rates of duty applicable to goods imported from Canada and other countries outside the Community, which have already moved 60 per cent of the way toward complete alignment with the eventual common external tariff.

In December, agreement was reached by the Community on harmonization of grain prices. The common prices are to be introduced on July 1, 1967. In addition, regulations governing market arrangements for rice under the Common Agricultural Policy were brought into force on September 1. Those for beef, veal and dairy products became effective two months later.

The renewed Agreement of Association between the Community and 18 former African dependencies came into force during the summer, providing for the exchange of commercial preferences between the two groups, and the extension of financial aid to the African countries concerned. The Netherlands Antilles became similarly associated with the Community on October 1, while negotiations with Nigeria toward the same end were initiated during July. On December 1, the Agreement of Association with Turkey came into force. Discussions with Austria and other states on the subject to their future relationships with the Community were continued throughout the year. Finally, the Community concluded a three-year trade agreement with Israel, the second of such agreements it has entered into as a separate entity. It provides for reduced rates of duty on certain Israeli

products. Negotiations with Lebanon toward a similar agreement were undertaken in May.

The European Coal and Steel Community introduced temporary increases in its iron and steel tariffs on February 15, bringing them to a higher and uniform level. Discussions were initiated as well during the year on the proposed merger of this Community with the EEC and with the Euratom.

The seven member countries of the European Free Trade Association (EFTA) — Britain, Austria, Denmark, Norway, Sweden, Switzerland and Portugal — reduced tariffs on industrial products among themselves by a further 10 per cent on December 31, bringing the total of such reductions to date to 70 per cent. Finland, which has been associated with the EFTA since 1961, reduced its tariffs by a similar amount. Canadian exports to the continental member countries of the Association during the year amounted to an estimated \$148 million, substantially the same level as that achieved during the previous year.

Trade agreement negotiations between Canada and Hungary were concluded on June 11, 1964. The agreement provides for the exchange of most-favoured-nation treatment and for a commitment on the part of Hungary to purchase a minimum of \$24 million worth of wheat and other unspecified commodities over a three-year period. On April 19, commercial relations with Iceland were further strengthened through the provisional accession of that country to the General Agreement on Tariffs and Trade (GATT).

Canada and Latin America

The total value of Canadian exports during 1964 to the 20 Latin American countries is expected to reach a record high of \$320 million. Sales to the various countries in this area showed divergent trends. The two most prosperous countries, Mexico and Venezuela, continued to be the leading markets for Canadian products and continued to show the largest gains. Other important markets, such as Argentina and Brazil, registered declines in their imports from Canada consonant with their balance-of-payments difficulties and more restrictive import measures. Purchases by Cuba increased substantially during the year, reaching some \$60 million, made up mostly of wheat and flour, fertilizers, milk powder, cattle, baby foods and salt cod. Canada continued to prohibit exports of strategic goods to Cuba.

In January, a further step towards a free-trade area was taken by the nine members of the Latin American Free Trade Association (Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru and Uruguay); a third set of preferential tariff reductions was negotiated and brought into force by the members of the Association. Also, a beginning was made on a common list of items for which trade barriers are to be completely removed by all members of the Association by 1973. In Central America, the five member countries of the Central American Common Market (Costa Rica, El Salvador, Honduras, Guatemala, and Nicaragua) made further progress toward the integration of their economies and toward equalization of their

external tariffs. Internally, 95 per cent of the products originating in member countries enjoyed duty-free treatment throughout the area.

Efforts of the developing countries of Latin America to force the pace of economic development in 1964 resulted in a number of restrictive actions against imports. Peru introduced a new customs tariff with increased rates on a wide range of items and, since the GATT concessions were affected, the matter was brought under examination by the GATT Contracting Parties. Mexico rewrote its tariff nomenclature. In Argentina, balance-of-payments difficulties led to further restrictions on the availability of exchange for imports of capital goods. Colombia intensified import controls. Brazil eased its prior deposit requirements, but simultaneously imposed a new tax on purchases of foreign exchange. The Dominican Republic introduced a system of prior deposit requirements and increased the ordinary duties on imports. Uruguay increased both prior deposits and import surcharges on a wide range of goods.

On balance, 1964 was a year of progress for Latin America as a result of good crops, increased industrial activity, and increased export earnings. Another positive force was the sustained flow of loans and credits from foreign sources and international financial institutions strengthening the base of economic development and paving the way to a growth of international trade by the area.

Canada and Asia and the Middle East

During 1964, Japan accepted formal currency convertibility under Article 8 of the International Monetary Fund; became a member of the Organization for Economic Co-operation and Development (OECD); and entered the Kennedy Round of tariff and trade negotiations. Japan also undertook several further import liberalization measures freeing from licensing control some 32 items. However, several important Canadian export items continued to be restricted. The effects on Canadian exports of certain Japanese obstacles to trade were among the subjects discussed at the third meeting of the Canada-Japan Ministerial Committee, which was held in Tokyo on September 4 and 5, 1964. The ministers concluded, after reviewing the development of trade between the two countries, that good prospects existed for continuing expansion in the future.

The balance-of-payments position of some countries in the area improved during the year. Taiwan had a trade surplus in 1963 compared with deficits in previous years, and this favourable trend continued into 1964. Israel's foreign exchange reserves continued to grow as a result of a capital inflow from abroad; consequently, the authorities have declared their intention to effect an extensive import liberalization in 1965.

Communist China continued to be an important market for Canadian grains. In 1964, the first full year of the Long-Term Wheat Agreement, concluded by the Canadian Wheat Board in August, 1963, the approximate

value of Canadian wheat exported to China was \$120 million, and that of barley \$20 million.

Iraq took steps during the year to nationalize its economy and trade. Banking, insurance and several industries have been nationalized. Sectors of international trade, which have been made subject to state trading, include drugs, chemicals and automobiles.

Five Arab countries agreed in August to establish an Arab Common Market. They are the United Arab Republic, Iraq, Jordan, Kuwait and Syria. Arrangements call for the abolition of tariffs and other barriers to trade among the member countries over a 10-year period from the beginning of 1965. Details for tariff reductions are yet to be established. The arrangements call for freedom of movement for people and capital and making available each member's transport facilities to the other members. Provision was also made for participation by other Arab countries and, at the end of the year, Algeria announced its decision to join.

COMMODITIES AND INDUSTRIES SERVICE

In the promotion of Canada's foreign trade, the Department has two matching roles to play—finding demands abroad for Canadian goods and services, and finding sources of supply to match demands. The latter role is the principal concern of the three commodity branches which, together with the Trade Services Branch, comprise the Commodities and Industries Services. Close liaison with industry is maintained in order to develop the information on materials, products and services for export which forms the basis for the Department's trade promotion and trade supporting activities. The liaison also serves as a link in the chain of communication of commercial intelligence on foreign trade opportunities.

Agriculture and Fisheries Branch

During 1964, a new Division was added to the Agriculture and Fisheries Branch. To the existing Fisheries, Livestock and Animal Products, and Plant Products Divisions was added the new Commodity Arrangements and Market Development Division. The Grain Division is attached to the Branch for administrative purposes but in its operations is responsible to the Deputy Minister.

The main function of the Branch is to promote exports of Canada's agricultural and fisheries products. It undertakes a great number of promotional activities and services which are extended to industry, government and others interested in expanding export trade. The Branch maintains a close liaison with the trade, producers, processors, industry associations and with federal and provincial government departments. It also programs, reviews

and distributes information on foreign agriculture and fisheries market developments and trade policies.

Officers of the Branch represent the Department on interdepartmental committees covering the Food and Agriculture Organization, the OECD Committee on Agriculture and the Canadian Food Aid Program, and provide the secretariat for the Canadian Fur Council and the interdepartmental committee on fur promotion.

The importance of the Kennedy Round of the GATT negotiations to agriculture and agricultural industries was shown by the number of briefs submitted by trade associations, agricultural organizations and individual firms. All Divisions of the Branch spent considerable time studying and reporting on this material.

Fisheries Division

The Fisheries Division maintains continuous contact with various segments of the Canadian fisheries industry and with federal and provincial departments responsible for fisheries matters. The Division provides exporters with up-to-date information on trade opportunities abroad and its officers make frequent visits to the industry across the country to discuss export prospects and marketing problems. Information received from the trade commissioner offices throughout the world is collected and circulated to the trade; in 1964, more than 200 special market and production bulletins were distributed. Articles on market outlets for Canadian fish were prepared for industry and Departmental publications and, as in other years, officers of the Division addressed meetings of trade organizations and provincial officials. The Division services the Interdepartmental Fisheries Trade Committee which reviews problems facing the fisheries trade and makes recommendations to appropriate government agencies.

The Department sponsored two Fisheries Reconnaissance Missions in 1964, one to Japan and the other to Iceland, Norway and Denmark. A market survey of consumer preferences in the Eastern and Midwestern United States was also undertaken.

Following upon recommendations of the Federal-Provincial Conference on Fisheries Development held in January 1964, officers of the Division participated in federal-provincial discussions on marketing of the Atlantic salt fish industry and of the inland fisheries of the Prairie Provinces and Ontario. In the fall, the Departments of Fisheries and Trade and Commerce jointly sponsored a Commission of Inquiry into the Atlantic salt fish industry. The Commission operates through this Department.

Livestock and Animal Products Division

The Division increased its efforts to expand export markets for pure-bred livestock, meat and meat products, dairy products and eggs and poultry.

Three incoming livestock missions were organized by the Division. A three-man Holstein-Friesian mission from France visited Canada in May and partly as a result France will now permit the import of purebred Holstein-Friesian cattle from Canada. A three-man Hereford mission from Chile spent two weeks in Canada in November. The members of the mission were favourably impressed with the quality of Canadian Herefords and it is likely that substantial sales will be made. A two-man livestock mission from Venezuela attended the Royal Agricultural Winter Fair in November and visited Holstein-Friesian herds in Southwestern Ontario. Some purchases were made and it is anticipated that there will be substantial additional sales.

An officer of the Division organized and accompanied a food products trade mission to the Caribbean during the latter part of the year. The mission visited Bermuda, the Bahamas, Jamaica, Trinidad and Barbados. Export prospects for a wide range of food products were examined and the mission received numerous inquiries for many food products, in addition to concluding some sales.

The Division also assisted in arranging for the participation of a number of Canadian exporters of meat and meat products and Cheddar cheese in trade fairs in Britain and of meat and meat products at a trade fair in the United States. In association with the industry a feature display commemorating the 100th Anniversary of the production of Cheddar cheese in Canada was arranged at Britain's Food Fair in London.

An officer of the Division assisted in a large-scale in-store promotion of Canadian foods in the Boston area. This was part of a pilot study to examine the feasibility of using in-store promotions as an integral part of future food promotion programs.

During the year, a shortage of beef developed in Britain and continental Europe, and prices in those areas rose close to North American levels. Officers of the Division assisted Canadian exporters in exploring this situation. Trial shipments were made to Britain and France and some fairly substantial sales were made to France, the Netherlands, Norway and Switzerland.

The Division continued to provide special assistance to an industry export group which the Department was instrumental in establishing in 1963 to promote the export of Canadian poultry products. Some sales were made by this organization, but its full export potential has not yet been reached. The Division also worked closely with the Agricultural Stabilization Board in arranging for the sale to Britain of the remaining surplus holdings of butter.

Plant Products Division

The Division's efforts to assist primary producers and processors to expand export markets were aided by diversified programs of trade missions, trade fairs and in-store promotions in 1964. Detailed surveys of world mar-

ket prospects for tobacco, livestock and poultry feeds and other products were carried out. Promotional booklets for apples, foodstuffs, rapeseed and seed potatoes were prepared as aids to export promotion.

Following a study of the problems facing the Canadian tobacco industry, representatives of the growers, manufacturers, buyers and government met in September and agreed to establish an industry organization for the purpose of promoting and expanding Canada's export trade in tobacco. The Division undertook additional responsibilities to assist in the establishment and operation of the organization in an advisory capacity.

The Division also met frequently with the Canadian Seed Trade Association in planning a program of trade promotion activities to assist the seeds industry, which is experiencing problems in some European markets and is seeking additional export outlets.

Close liaison was maintained with various industry associations and marketing boards, and greater co-operation with provincial governments was developed in the promotion of export trade. Meetings were held with government officials in several of the provinces, and provincial organizations participated in food trade fairs organized by the Department.

There was an increase in the number of visitors interested in developing Canadian sources of supply, or in exchanging technical information on food and agricultural matters. Detailed itineraries were arranged for many of these visitors in co-operation with the Canada Department of Agriculture.

An Oilseeds Trade Mission to Japan organized by the Division contributed substantially to consolidating that market as one of Canada's leading export outlets for oilseeds. The Division's member on the Mission also investigated the market for Canadian tobacco in Japan and Hong Kong and had discussions with trade representatives of mainland China. Continuing the program to bring potato experts from market countries, Seed Potato Missions from Uruguay, Italy and Venezuela visited the industry in New Brunswick and Prince Edward Island during the harvest season. The Division assisted in organizing the Food Products Mission to the Caribbean which surveyed the sales prospects for fresh and processed fruits and vegetables and products of the baking and confectionery industries.

Food firms participated in four trade fairs in Britain and one in the United States. Several also took part in an in-store promotion in the Boston area.

The Division was able, through a more extensive program of visits to growers and processors, to interest a number of new firms in the export trade. Many of these were assisted in establishing agency connections abroad for the first time. The volume of exports of plant products reflected the growing awareness of the importance of foreign sales. There was an encouraging increase in shipments of several of the primary agricultural products such as tobacco, oilseeds, potatoes and apples. Substantial increases in exports of certain processed products compensated for decreases in others.

Advancements in food technology produced new product forms and convenience type foods the export potential of which continues to be investigated.

Commodity Arrangements and Market Developments Division

During the year, this new Division was established to meet the increasing responsibilities of the Branch with respect to international commodity agreements and related initiatives in the international commodity field and with respect to trade development requiring research and co-ordination.

Officers of the Division served as delegates to meetings of the International Sugar Council, the International Coffee Council and the Canada/UK Cereals Arrangement. They also assisted in the preparation of briefing material and background papers on a range of commodity problems.

The Division centralizes the Department's foreign agricultural reporting service. Reports emanate from all our foreign posts, but principally from the agricultural officers located in the major agricultural exporting and importing countries. Such information is collected and distributed to other government departments and agencies. During 1964, the Division handled 520 reports and 340 short notes covering a wide range of information on policy developments, crop conditions, production estimates and market intelligence. The market development responsibilities of the Division are still in the planning stage and will be put into operation during 1965.

Industrial Materials Branch

The Industrial Materials Branch was created during 1964 as a result of the re-organization of the former Commodities Branch in response to the increased pace of Canada's foreign trade activities and the demands for specialized services in trade promotion and development.

The new Branch will be able to concentrate more effectively on international problems of scarcity and surplus and with stockpile disposals and commodity agreements. It will also provide a greater degree of specialized assistance to Canadian firms seeking new export opportunities for raw materials, semi-fabrications and related products.

The Industrial Materials Branch comprises three Divisions: the Chemicals Division, the Forest Products Division and the Metals and Minerals Division.

Chemicals Division

The year was marked by an increase in the flow of normal trade inquiries requiring action by the Division. In addition a number of special projects were carried out.

The Division organized and participated in one outgoing and one incoming trade mission in 1964. An officer of the Division acted as secretary to the

Canadian Pharmaceuticals Trade Mission to Greece and the Middle East. Extensive preparation by several officers was required in organizing the incoming Sulphur Study Mission from Japan. This Mission was also accompanied by an officer of the Division during its inspection and study of sulphur producing plants in Alberta and bulk handling facilities in Vancouver.

An officer of the Division was Canadian delegate at the seventeenth meeting of the International Rubber Study Group, which was held in Tokyo. In addition to supplying information to the Group throughout the year, the Division provided briefing material and a statement on the Canadian rubber industry for the Tokyo meeting.

A comprehensive report on the Canadian chemical industry was prepared for the OECD and in answer to a request from a trade publication, an officer published a paper summarizing the existing chemical export situation and forecasting trends in the immediate future.

Other projects included a special survey of the market potential for expanded vinyl laminates in Europe; an analysis of Australian imports of petrochemicals and plastics; and a survey of markets for potash in countries of the Pacific rim.

Numerous trade and technical association meetings were attended throughout the year. In some cases, officers prepared speeches and acted as panel members at such meetings.

An increasing number of visitors from foreign countries were received and in several cases extensive assistance was given in arranging meetings with Canadian manufacturers and exporters. Similar assistance was rendered the Department of Agriculture in arranging for a tour of Canada by a group of Russian specialists in fertilizers. Visitors from abroad included representatives of foreign government trading agencies and of private firms seeking Canadian sources of supply.

At the close of the year most of the preparatory work had been accomplished toward the publication of a revised edition of Canadian Chemicals for Export. This directory of chemicals offered for export has proved highly successful and a revision of the existing edition was delayed in order that its scope might be enlarged to cover formulated chemical products.

Forest Products Division

The close liaison between the Division and industry and its trade associations has been broadened and strengthened through a more intensified program of searching out new firms and new products for export.

Of major significance amongst the activities of the Division was the Demonstration Homes Project in Britain. This involved the building of three pairs of two-storey houses at three different locations for purposes of illustrating Canadian building techniques and of promoting the sale of Canadian lumber, plywood, central heating equipment, electrical appliances and other

building materials in the British market. This project has proved highly successful. More than 50,000 people including architects, builders and housing officials, as well as the general public, have visited these homes.

The Division co-ordinated a program of exhibits displaying Canadian lumber and building materials at 15 trade fairs and lumber conventions throughout the United States, Britain and continental Europe. A forest product specialist was present at each of the shows. At the request of the Department of External Affairs, an officer from the Division was in attendance at the Poznan International Trade Fair in Poland, as the theme of the Canadian exhibit concerned the forest industries of Canada.

The Division is co-operating with the Canadian Hardwood Plywood Association in a promotional program in the United States. This campaign features a trailer exhibit which is now touring key centres in the United States.

In conjunction with the Department of Industry of New Brunswick, the Division undertook a study examining the effects of a revision of United States particle board standards with specific reference to the Canadian industry's ability to meet these new specifications. A member of the Division took part in a seminar arranged by the Alberta Department of Industry and Development to explore export opportunities for Alberta's furniture and wood products industries. Division officers also attended a federal-provincial export sales meeting at Winnipeg sponsored by the Manitoba Department of Industry and Commerce to develop new outlets for Manitoba producers in export markets. Two officers from the Division attended a meeting in Montreal with officials of the Quebec Department of Industry and Commerce, the Executive Committee of the Quebec Furniture Manufacturers Association and 28 company representatives. The main objective of this meeting was to explore the advantages of forming a group-marketing organization for export. The Department's proposal for a consortium was favourably received and it was decided that a further meeting be held to examine ways and means of setting up such an organization.

The Division organized and furnished secretaries for two trade missions: the Canadian Factory-Built Housing Mission to Europe and the incoming Mission of Private House Builders from Britain.

The Division was instrumental in the formation of a group lumber exporting organization called Canexco Limited which represents 28 individual lumber firms in Eastern Canada. This organization, which comprises lumber producers that have not previously been exporting to overseas markets, is now selling substantial quantities of Eastern Canadian spruce lumber to Britain and Western Europe.

The Chief of the Division was a member of a panel representing government departments which discussed "Federal Government Services and the Forest Products Industries" at the annual meeting of the Forest Products Research Society. The Division canvassed some 800 sawmill operators in Nova Scotia and New Brunswick to determine their export availabilities

and interests. A list of the results of the survey is being developed which will be used by the Department's posts abroad in processing lumber inquiries. In conjunction with various trade associations, many technical brochures were prepared which have been distributed in Canada and abroad for promotional purposes. Once again, the annual surveys of world newsprint and woodpulp markets were carried out in co-operation with the Newsprint Association of Canada, the Canadian Pulp and Paper Association and the Trade Commissioner Service.

The Division undertook much preparatory work for international conferences such as the Special Committee for Pulp and Paper and the Special Committee for Timber of OECD, the EEC Timber Committee, and the European Softwood Conference. At all of these international conferences, commodity officers from the Division formed part of the Canadian delegation.

In connection with the Kennedy Round of the GATT, the Division studied the briefs submitted to the Canadian Tariffs and Trade Committee by the various sectors of the Canadian forest industry and were present when the oral presentations to the Committee were made.

Metals and Minerals Division

During the year, the Division became increasingly involved in the activities of international commodity conferences, study groups and committees concerned with various aspects of the world metal and mineral industries.

Officers of the Division, together with advisers from industry and other branches of government formed the Canadian delegations to a number of international conferences, including the Eighth Session of the United Nations International Lead and Zinc Study Group in Madrid, Spain, four meetings of the International Tin Council in London, and the Third Session of the United Nations *Ad Hoc* Committee on Tungsten in New York.

The OECD convened two sessions each of the Special Committee for Non-Ferrous Metals and the Special Committee for Iron and Steel. At these meetings, further progress was made toward the harmonization of statistics between member countries, current activities in these industries were reviewed, and problems affecting international trade in their products were given close study.

The Division undertook detailed examinations of several new proposed releases of metal and mineral products from United States Government stockpiles, and the disposals already in progress were kept under review. New disposal programs examined during the year included major releases of lead, zinc and nickel, as well as an interim release of copper in December to meet a supply shortage in the United States market. Preliminary assessments were also undertaken of the possible effects on Canadian trade of the temporary surcharges adopted by Britain.

The Division provided further information on the possible effects of a general revision of international tariff structures for metals and minerals and their products. This information was made available to the Canadian

Committee on Tariffs and Trade for use in connection with its work on the Kennedy Round of tariff negotiations. In view of the United States Tariff Commission hearings on lead and zinc held in June, further studies were instituted on the implications to Canadian industry of the retention of quantitative restrictions on exports of lead and zinc to the United States.

A number of market surveys were carried out during the year to provide Canadian industry with information on marketing conditions in selected export markets. Of particular note were the detailed reports distributed on the market potential for corrugated steel culverts, and asbestos fibre in world markets. In addition, the Division maintained active liaison with Canadian industry with regard to specific exports, as well as to matters of general concern to the metals and minerals industries in Canada. Certain supply problems were examined in detail on behalf of Canadian industry; such problems being the result of the high level of consumption in domestic and export markets.

Officers of the Division attended several conferences and technical meetings during the year including the meetings of the Canadian Chapter of the American Society for Metals, the Canadian Conference of Metallurgists, the Canadian Secondary Materials Association, the Canadian Institute of Mining and Metallurgy, the Association of Iron and Steel Engineers Convention and Exposition, the Conference on Canadian Industrial Research, the Annual Convention of the American Mining Congress, the Canadian Nuclear Association, and the American Society for Metals, National Metal Exposition and Congress.

Senior officials of the Indian State Trading Corporation and the Indian Ministry of Industry visited Canada in September to examine production facilities for potash, sulphur, lead, zinc, and other non-ferrous metals. The arrangements for this visit were co-ordinated by an officer of the Division, who also accompanied the visitors throughout their stay in Canada. An officer of the Division also assisted in co-ordinating and manning the Canadian exhibit for the 1964 Western Metal and Tool Exposition, in Los Angeles. Following the Convention of the Society of Mining Engineers of American Institute of Mining, Metallurgical and Petroleum Engineers in February, another officer visited major metal and mineral corporations in the New York area whose international operations extend to Canada.

Manufacturing Industries and Engineering Branch

The Manufacturing Industries and Engineering Branch newly created in 1964 is composed of three divisions: Appliances and Commercial Machinery, Engineering and Equipment, and Textiles and Consumer Goods.

During 1964, the Branch participated in 20 trade fairs abroad and organized 10 trade missions to various parts of the world, each of which was accompanied by a commodity officer. Briefing material was prepared for four international conferences, on three of which members of the Branch

served as delegates. Special arrangements were made for groups of government and industry officials to visit Canada and tour industry, particularly in the field of plant equipment, in order to draw their attention to Canada as a source of supply. In addition the Branch provided escort service for a number of foreign buying groups in the consumer goods field who visited Canada.

Appliances and Commercial Machinery Division

The past year was one of outstanding activity for the Division. To meet the needs of expanded promotion and the institution of special assignments, two additional officers were added to the staff.

Export market surveys were conducted for several manufacturers and led to the introduction of new products to export trade, including television receivers, office and school stationery supplies, home freezers, laundry equipment, home heating and air-conditioning equipment, office furniture, super-market equipment, building supplies and hardware.

A new project designed to increase the export of component parts has generated considerable interest throughout industry with some notable results in shipments abroad. A survey was made of television and radio components to ascertain export potential and a plan is under way to encourage manufacturers to group together to establish warehouses in trading centres overseas for the stocking of components. A booklet was published outlining the basic components of a domestic refrigerator, together with the parts and sub-assemblies entering into its production. This will be used as a technical and marketing aid in promoting the export of refrigeration components.

The Division participated in 10 trade fairs abroad and three outgoing trade missions. It was involved in the planning for the selection of commodities for the fairs and the operation of the missions. In most cases, officers of the Division assisted in manning the trade fairs and accompanied trade missions as secretaries.

The Division continued to assist foreign buyers in obtaining their requirements in Canada. In co-operation with other Divisions, material has been assembled for a directory, to be distributed in 1965, of 2,000 Canadian manufacturers of products for department and chain stores.

Commodity officers accompanied three buying missions from Britain and France on tours of Canada. Itineraries were drawn up for a number of individual businessmen visiting Canada from Europe and Australia.

In preparation for the Kennedy Round discussions in Geneva, a large number of industry briefs were analyzed for the Office of Trade Relations.

Commodity officers served as speakers or as panel members at a number of association meetings such as the Annual Convention of the Canadian Electrical Manufacturers Association, the Canadian Gas Association and export forums organized by provincial governments.

Efforts to obtain further export autonomy for Canadian subsidiaries of foreign corporations continued and a special statistical group was organized

from members of the Division to concentrate on preparing case studies for assistance of Canadian subsidiary management. In the past similar exercises on an *ad hoc* basis have increased export sales substantially.

Engineering and Equipment Division

During 1964, the activities of the Division increased in every sphere, due in part to the follow up of the World Markets Machinery program of the early months of 1963.

Officers of the Division co-ordinated and manned exhibits at the Western Metal and Tool Exposition in Los Angeles and two electronic shows, namely WESCON in Los Angeles and MIL-E-CON in Washington.

They also co-ordinated and acted as secretary for two trade missions, the Canadian Air Industries Mission to Australia, New Zealand and Japan, and the Fish Plant Mission to South America and co-ordinated three small consulting engineering missions to Africa, Central America and Southeast Asia. In addition, an officer of the Division acted as Department liaison officer and accompanied the Ontario Government's Electronics Trade Mission to the United States.

In association with Canadian firms and other government departments and agencies, the Division participated in the Third International Conference on the Peaceful Uses of the Atom in Geneva, National Civil Engineering Conference in New York and the Northeastern Electronics Research and Engineering Conference in Boston.

The conference in Geneva was international in scope whereas the other two conferences were regionally oriented. The results of the Geneva conference were very complimentary to the Canadian nuclear reactor program and indicative of the prime position Canada has attained in development of the use of the atom for peaceful purposes.

A closer liaison was developed with international financing agencies, the United Nations Special Fund and other United Nations agencies responsible for project developments in emerging countries throughout the world. Special arrangements were made with officers of the International Labour Organization (ILO) and the International Telecommunications Union (ITU) in Geneva for receipt of notifications describing requirements for technical personnel and further developing Canadian participation in these programs.

Supplementing these endeavours, special arrangements were made for foreign government and industry officials to visit Canada. Included in this operation were co-ordinated arrangements for visits to Canada by the Minister of Posts, Telephones and Telegraph of Iran and his Deputy, a visit of the Chief of the Technical Assistance Department of ITU, groups of agricultural, chemical and pulp and paper purchasing officials from the U.S.S.R., a group of Romanian officials interested in process plant equipment and a group from the United Arab Republic interested in examining Canada's extra high voltage installations.

A meeting was held with a group of consulting engineers to discuss financing facilities available through international organizations as well as on a bilateral basis from Canada. Consulting engineering firms will find this information helpful when planning export promotion programs. For this meeting a report "Overseas Activities of Canadian Consulting Engineering Firms" was prepared from information supplied by more than 100 firms registered with the Department. It indicated the increased participation by Canadian firms in engineering work abroad and included projects financed from all sources such as bilateral and multilateral aid and financing as well as foreign private investment and projects financed from public and private funds in the developing countries.

During the year Canadian construction firms also greatly increased their foreign operations. A limited survey made by officers of the Division indicated that Canadian construction firms had obtained contracts, either as prime contractors or in consortium with other Canadian or foreign firms, for construction of projects with a total value exceeding \$250 million.

During the year, studies were initiated into various sectors of secondary manufacturing in Canada with a view to furthering export activities. In addition, studies were carried out at the request of foreign governments into matters such as the rural electrification program as it was initiated and implemented in the provinces of Canada. This study was made originally at the request of the Economic Commission for Latin America and an expanded follow-up study is being carried out at the direct request of the Argentine authorities.

The Division's contact with industrial associations has continued to expand. Closer liaison has been developed with associations such as the Automotive Parts Association, the Air Industries Association, Canadian Electrical Manufacturers Association, Canadian Export Association and Canadian Construction Association. Associated with and supplementing this liaison has been an increased participation in interdepartmental committees and a closer liaison and co-operation between officers of this Division and their counterparts in the Department of Industry.

Textiles and Consumer Goods Division

During the year the Division co-ordinated a showing of Canadian toys in London, England and Canadian participation in seven of the trade fairs in the Department's program. Officers from the Division were in attendance at five of these shows. In addition, the Division recruited exhibitors for five other trade fairs sponsored by the Department.

The Division organized and provided a secretary for the Canadian Fabrics Trade Mission to Norway, Sweden, Finland, Denmark, Germany and Belgium. This took place in January/February 1964 and included representation from Canadian manufacturers of cotton, wool and man-made fibres. An officer of the Division spent a week in Italy making a survey of market potential for Canadian-made ladies' and children's wear.

The Division was active in arranging itineraries for buyers from abroad seeking sources of supply for garments, toys and sporting goods. These buyers came from United States, Australia, Britain, Switzerland and Denmark. In some cases the buyer groups were visiting Canada to obtain merchandise for store promotions in their respective countries. These buying groups were supplied with escort service from the Division. In most cases sample orders were placed with Canadian manufacturers, several orders being for substantial amounts.

Manufacturers of commodities of concern to this Division include a large number of small businesses. This presents special problems in industry liaison. To cope with this, advantage was taken of the assistance offered by various manufacturing associations and whenever possible the annual conventions of the various groups were attended. Officers of the Division frequently served as speakers or panel members at trade association conferences and prepared articles for various trade magazines. The Division received every support from the provincial governments in its export trade promotion campaign particularly in relation to recruiting for trade fairs and other trade promotion activities.

The Division again provided statistics and briefing material for the industry groups of the OECD and for the international meetings on cotton and wool. The Chief of the Division attended the Twenty-Third Plenary Meeting of the International Cotton Advisory Committee in Frankfurt, Germany, from May 26 to June 10, 1964.

Trade Services Branch

The Trade Services Branch performs a number of service functions in relation to foreign trade, specifically in the area of freight traffic and transportation, the administration of the Export and Import Permits Act, the preparation of comprehensive trade directories for official use, the provision of general guidance to new entrants into export trade, and the administration of the Department's five regional offices in Canada.

Allied Services Division

The Division is responsible for providing administrative services to the regional offices of the Department in Canada, and for developing and furthering policies to enhance federal-provincial relations in the field of export trade promotion.

In 1964, a new regional office was opened in Montreal joining offices in St. John's, Halifax, Winnipeg and Vancouver. They provide liaison between the Department, the various provincial government trade departments, and export industries in each of the areas served. Through telex communication with Ottawa the offices have prompt access to foreign market and credit information, details on export financing assistance, news of ex-

port opportunities, and other commercial intelligence. During 1964 the regional offices dealt with more than 4,000 trade inquiries. The regional offices participate actively in trade conferences and in the planning and execution of incoming trade missions and extend assistance to businessmen visiting Canada.

The Division compiles commercial intelligence for the use of the Department's officers in Canada and abroad. More effective techniques are constantly being developed for disseminating information. Trade Commissioners are furnished with the Department's comprehensive Exporters' Directory, to which were added particulars of some 235 new firms in 1964, in large part through assistance received from provincial governments.

The Division is concerned with the enforcement provisions of the Export and Import Permits Act, working in conjunction with the Department of National Revenue (Customs and Excise) and the Department of Justice in enforcement cases.

Trade Controls Division

The Division administers the controls established under the Export and Import Permits Act. Allied to this responsibility is close consultation with corresponding control agencies of NATO countries and Japan in co-ordinating control measures relative to the export of strategic goods. In matters of special interest to Canada and the United States, the Division participates in periodic discussions with United States export control authorities.

More than 9,000 export permit applications were received in 1964. During the year 74 import permits and nearly 400 import certificates were issued.

The Import Control List was revised, placing coffee under import control from October 1, 1964, in order to give effect to commitments which Canada entered into under the International Coffee Agreement. General Import Permit No. Im. 3, which authorized the import of coffee under specified conditions, was brought into force concurrently with the revised Import List.

Transportation Division

The Division is concerned with industrial transportation in relation to the promotion of export trade; that is, with the "user" interest in transportation.

During 1964, the Division examined trends and developments in transportation services and in freight rates by rail, road, water and air. Changes in ocean freight rates and shipping services and their implications in respect to current export opportunities and potential trading prospects were given particular attention. Some studies were completed and others are continuing of the transport conditions affecting the marketing of specific commodities as well as broad groups of commodities. In cases where high ocean freight rates or inadequate services were found to impede export activities, repre-

sentations seeking remedial measures were made to shipping lines and to shipping conferences in concert with representations by the industry affected.

Numerous requests were received from industry and from provincial government departments for advice on freight rates, routes, and most suitable means of transport. The Division provided the Department's officers with transportation information to assist them in studies of export opportunities and in briefing trade missions. An officer of the Division was assigned to the Canadian Food Mission to the Caribbean area as freight traffic consultant.

Special rail rates were again negotiated to enable steel products to move through Canadian Atlantic ports during the winter season when ports on the Great Lakes and St. Lawrence River are icebound. Consultations were continued with the two main Canadian airlines on matters related to the air transport of goods to overseas markets and on the preparation of an air freight reference manual for use by the Department's commodity officers.

The Division revised and expanded its list of Canadian freight forwarding firms. This list, as well as a list of Canadian chartering agents and brokers and a current directory of regular cargo shipping services, was made available to exporters on request. Quarterly analyses of ocean charter rates on selected bulk commodities were compiled and published in *Foreign Trade*.

The history and function of shippers' councils in Britain and continental Europe were studied, and information and guidance were provided to the Canadian Export Association with a view to examining the feasibility of establishing a comparable organization in Canada.

The Division participated in the work of a number of interdepartmental and other committees, including the St. Lawrence Seaway Joint Tolls Advisory Board, the Canadian Port Committee, the Canadian Standards Association's Committee on Standard Freight Containers, the Technical Committee on Dangerous Goods, and the Technical Committee on Shipping Ore Concentrates. It assisted in preparing briefing material and papers for Canada's representatives on the Maritime Transport Committee of OECD and at the United Nations Conference on Trade and Development (UNCTAD). An officer of the Division was a member of the Canadian delegation to UNCTAD for the discussion of shipping problems in the Maritime Sub-committee.

EXTERNAL TRADE PROMOTION SERVICE

The five branches that make up the External Trade Promotion Service are distinctively engaged in promotional activities external to Canada. They are the Canadian Government Exhibition Commission, the Canadian Government Travel Bureau, the Trade Commissioner Service, the Trade Fairs and Missions Branch and the Trade Publicity Branch.

Canadian Government Exhibition Commission

There was a major increase in the Exhibition Commission's responsibilities in 1964. Treasury Board approved recommendations of the Civil Service Commission to consolidate production, erection, storage and disposal of exhibits and displays for all departments and agencies except National Gallery, National Museum, Public Archives and Department of Public Works, under the Canadian Government Exhibition Commission. In addition, the Exhibition Commission was authorized to serve as technical adviser in the planning and scheduling of exhibits and in the preparation of the exhibits components of annual estimates of departments and agencies.

The Commission's traditional responsibility for the creation and administration of all Canadian Government exhibits outside Canada remains unchanged.

A review, in chronological order, of the major projects for the Department of Trade and Commerce appears in Appendix "G".

Staff and Offices

The permanent establishment of the Commission was increased by 14 positions, nine of which were filled by the year's end. In addition, five exempt positions were established for the Confederation Train and Caravans Project. Prevailing Rate employees numbered 94 at the end of the year. A Project Officer position was allocated to the Commission's London Branch to be staffed on a rotational basis.

Some 3,200 square feet of storage space in the building occupied by the Commission was converted to office accommodation and the balance of the space (24,000 square feet) in the building not heretofore allocated to Commission use, was turned over to the Commission for warehousing. At the end of the year, plans were being formulated with the Department of Public Works for a new building to house the Commission elsewhere in the National Capital area.

Production

In Ottawa, the Commission completed 219 exhibition and display projects in 1964 as well as 194 smaller allied projects. Of these, 54 trade or information exhibits were shown in 15 foreign countries. In addition, the travelling exhibit sent to South America in 1962 continued its itinerary in Venezuela and Colombia where its tour ceased. In Britain, the permanent Canadian Court in the Commonwealth Institute was maintained and viewed by an estimated 517,750 visitors including 77,899 students in guided tours. Five semi-permanent timber exhibits were maintained in Bristol, Dublin, Glasgow, London and Manchester.

Seven projects involved the interior decoration of Travel Bureau offices in Los Angeles and Minneapolis, Queen's Printer bookshops in Ottawa,

Toronto, Winnipeg and Vancouver, and the Canadian Consulate in Cleveland.

In all, the Commission rendered service to the following departments and agencies: Agriculture, Atomic Energy of Canada Limited, Canadian Broadcasting Corporation, Canadian Government Participation 1967 Exhibition, Canadian Government Travel Bureau, Canadian Patents and Development, Centennial Commission, Central Mortgage and Housing Corporation, Citizenship and Immigration, Defence Production, Dominion Bureau of Statistics, External Affairs, Fisheries, Forestry, Health and Welfare, Industry, Justice, Labour, Mines and Technical Surveys, National Capital Commission, National Defence, National Film Board, National Gallery, National Research Council, Northern Affairs and National Resources, Post Office, Public Printing and Stationery, Public Works, Trade and Commerce, Transport and Unemployment Insurance Commission.

Special Events

13th Triennale di Milano, Milan, Italy — Canada's participation in this event was based on the theme "Leisure Time" which afforded the opportunity of displaying Canadian products of outstanding design in accordance with the object of the Triennale. The central feature, a summer cottage, was the setting for products allied to summer vacationing. A smaller exhibit elsewhere highlighted leisure time transportation. Canada was awarded a gold medal for the design of the cottage and over-all presentation, while individual exhibitors won one gold and three silver medals. The cottage achieved widespread publicity and commercial interest in many countries.

Confederation Train and Caravans — On behalf of the Centennial Commission, the Exhibition Commission has the responsibility for creating and installing the exhibits in the Confederation Train and eight Confederation Caravans which are to tour Canada in 1967. Preliminary research and conceptual plans have been completed. At the year's end, contracts were being negotiated for the complete design, production and installation of the train exhibits and for the detailed design and specifications of the caravans exhibits.

Canadian Government Travel Bureau — The Commission undertook all the display activities in connection with the Travel Bureau's stepped-up tourist promotion program.

London Branch

In addition to its involvement in varying degrees with 25 major exhibits produced in Ottawa for Britain and Europe, the London Branch staged seven locally-organized trade shows in Macdonald House, assisted Canadian agents and British stores in 20 trade promotions, administered the distribution of Travel Bureau portable displays to 162 travel agencies in Britain, installed seven Travel Bureau window displays in London and provided 33 infor-

mational exhibits from existing stock. The Branch also played an important role in connection with the Canadian Demonstration Homes project in arranging the entry, storage and handling of the building materials and the installation of promotional material.

Canadian Government Travel Bureau

In 1963, Canada's income from tourism reached an all-time high of \$609 million. In 1964 the comparable figure was \$661 million. Since 1958, the total expenditure on travel promotion by the Canadian Government and the provinces has increased by 61 per cent. In the same period, Canadian travel income from visitors from other countries has grown from \$349 million to the present \$661 million.

In 1964, the budget of the Canadian Government Travel Bureau was \$4,900,000—an increase of 30 per cent over 1963. Under the Bureau's Three Year Plan, the staff is being increased by 41 per cent. This is all part of a pre-centennial push to boost Canada's tourist income to one billion dollars by 1967.

Organization

Head Office, at Ottawa, employs 120 people. In addition, 40 more people are now engaged in travel counselling offices in New York, Chicago, Minneapolis, San Francisco and London, England; or as travel promotion officers in Los Angeles, Paris, France; and Duesseldorf, Germany. Several of these operations were begun in 1964 (Minneapolis, Los Angeles, Duesseldorf and Paris) and plans were laid for opening travel counselling offices in Los Angeles and Frankfurt, Germany, early in 1965.

In 1964, the increase in the number of offices abroad, and plans for still more offices outside Canada, necessitated allotting a separate desk in the Ottawa office to administer them.

1964 Advertising

The Bureau's 1964-65 budget provided \$1,605,000 for advertising in the United States media. Approximately \$1,255,000 was used in the general campaign for advertising in 45 magazines, with a combined circulation of 87 million. A further part of this campaign was devoted to advertisements in 84 newspapers with a total circulation of over 29 million.

The Atlantic Provinces advertising campaign appeared in 17 magazines with a combined circulation of over 37 million, and 27 newspapers with a circulation of over 15 million. In addition, a radio campaign of 1,382 spot announcements over 14 stations was conducted in the northeast United States.

The Bureau also placed advertisements worth \$200,000 in eight newspapers and five magazines in Britain to promote Canadian vacations.

The Bureau's advertising budget for West Germany and France is \$50,000.

The public relations budget is \$25,000 for Britain, \$15,000 for France, and \$15,000 for West Germany.

Promotion Abroad

In 1964, the Bureau organized Canada's first Travel Trade Mission, which visited Britain, France and Germany. On this tour, 15 Canadian travel experts representing government travel bureaus and carrier agencies talked to travel agents, tour directors, and travel writers in major European cities. They were able to dispel many misconceptions about Canadian facilities, weather and prices. This was important groundwork for extending Canadian tourist promotion throughout Europe.

Sixteen overseas travel writers and promoters, and 30 writers from the United States visited Canada under the sponsorship of the Travel Bureau, and have provided Canada with favourable publicity abroad.

In May, Air Canada brought a group of 22 British, French and German travel agents on an inaugural flight from Duesseldorf to Toronto. With the co-operation of federal, provincial and municipal tourist bureaus, the group was given an eight-day tour of Toronto, Stratford, Niagara, Ottawa, Montreal and Quebec City.

In November, representatives of the national travel bureaus of Canada, the United States and Mexico, reached an agreement for a joint program to invite European travel writers, travel editors and tour operators to make tri-country tours of North America and to study and report on the travel attractions of the continent. This was the culmination of a series of meetings and marks the first government-sponsored enterprise of this type in North America.

Under this program, 30 specially-selected European travel writers, travel editors, and tour operators will be brought to North America to study and report on the travel attractions of the three countries. It is hoped that the resulting publicity in magazines and newspapers will encourage European travel to North America, and will interest writers, transportation companies and tour operators in promoting more tourism to North America.

The national travel bureaus of Canada, Mexico and the United States will assume all costs and will be responsible for planning itineraries within their own countries.

The Bureau also participated more actively in trade fairs last year than ever before: more than 230,000 pieces of material were provided for hand-out at 32 trade fairs, outdoor shows, and special exhibits outside Canada. The Bureau staffed displays at four fairs in Europe and a half-dozen in the United States.

During 1964 plans were laid for a second Canadian Travel Trade Mission, to be conducted early in 1965. This mission will be to Japan and Hong Kong. The groundwork for this mission was laid when the Travel

Bureau, the Department of External Affairs and Canadian Pacific Airlines jointly sponsored a tour in the autumn for three representatives of the Mainichi Broadcasting Company in Tokyo.

This was a cross-Canada filming expedition to collect material for a series of 13 subjects under the broad title of "Canada Today", to be shown in Japan starting next January. The tour required extensive co-ordination with all the provincial and municipal travel bureaus, as well as financial assistance from the Bureau. The Bureau's support of this tour is part of its over-all policy to extend its promotion to the Pacific area. Significantly, the Japanese Government relaxed its foreign exchange controls in 1964 and Japanese citizens are now able to obtain transportation and \$500 in foreign currency once a year for pleasure travel abroad. Reports from the West Coast indicate a growing volume of business.

The Travel Bureau assisted with local arrangements for a West Germany television team making a cross-Canada tour to obtain material for two one-hour documentaries on life in Canada, and two short subjects, for a television viewing audience of 14 to 15 million. Director Peter Grubbe, concurrently political correspondent for *Die Zeit* and *Der Stern* also plans to publish a book on Canada.

The Bureau also co-operated with Air Canada and Western Airlines on familiarization tours of British Columbia and Alberta, including one group of 32 American and Canadian travel agents.

Press and Photo Coverage

One hundred and thirty-three articles, covering tourist attractions and events in every province, were written and distributed to papers and magazines in the United States, in comparison with 90 during 1963. Aggregate mailing totalled 7,510 compared with 5,720 in 1963. Press coverage was proportionately greater.

During the year, the Bureau also filled 263 special requests for photo stories in black-and-white and colour, and for special articles. Some articles were sent out in French, Spanish and German.

Canadian travel press kits containing special articles and photographs of the Canadian scene were sent to 210 travel editors in the United States.

Comprehensive articles on Canadian tourist attractions from coast to coast and on Expo '67 were circulated to trade commissioners as background information.

In 1964, extensive assistance was given to newspapers publishing special travel editions. From March to July, 85 travel news articles and 235 photos were provided for 18 special travel editions of United States newspapers.

To assist this program the Travel Bureau has built up an extensive photo library which is constantly pruned and renewed. By the end of 1964 it included 9,608 black-and-white negatives and 17,295 transparencies. These are also used for the Bureau's advertising, publications and posters. In 1964, more than 25,000 black-and-white photographs and 14,000 colour

transparencies were distributed in response to special requests. Colour transparencies are sent out on a loan basis only. In addition, 507 — 35mm. slides were lent for tours and lecture purposes.

To keep Bureau files up-to-date, and cover every province and territory in Canada, 11 photographers were sent out during 1964 to cover special events or scenic areas from coast to coast.

Film and TV Coverage

During the year, Canadian travel films were seen by 8,500,000 people at private screenings and by an estimated 128 million people on television in the United States. The Canadian Travel Film Library is now able to provide films for use in Europe through the office opened in London, England, in 1964.

Canadian travel films for general and television audiences are distributed through Canadian travel film libraries in New York, Chicago, San Francisco and London. New travel film prints are also being provided for France and Germany. The Travel Bureau supports the film program by purchasing more than one-half the prints distributed, from titles sponsored by provincial governments, transportation companies and other organizations; by assisting in the costs of publicity and catalogues; by paying production costs of the "Televisit" series (three-minute film clips depicting interesting events and places in Canada which are used for between-program fillers); and the costs of foreign language versions. Total expenditure in the 1963-1964 fiscal year was \$238,700, a 30-per-cent increase over last year.

Canadian travel films are provided free of charge for showing on television. Telecasts increased 31 per cent over 1963.

The Canadian Travel Film Library in London, England, is now in operation with 20 titles carefully chosen to provide cross-Canada coverage. A distribution office is being organized in Paris and nuclei of libraries in France and Germany are being built up. The Bureau has ordered 69 prints of nine titles already available in French, and 20 prints of four titles available in German, and has earmarked \$10,000 for making French and German versions of a few selected titles. A modest beginning has been made in the Pacific area with the provision of films for television use in Australia and New Zealand and "Televisits" for use on television in Hong Kong.

The Bureau also provided assistance to lecturers showing Canadian films in the United States.

Travel Publications

During 1964, 14,500,000 brochures were produced to meet an increasing demand for travel literature. Of these, 13 million were primarily for use in the North American travel market, while 1,500,000 were designed for the United Kingdom and continental Europe. Embracing full-colour-picture

booklets, illustrated folders, maps, posters and detailed service pieces—some in three languages—they represent 85 different titles.

With the extension of the Bureau's operations to France and Germany in 1964, a program was initiated to provide publications prepared specifically for distribution in continental countries where the French and German languages are spoken. Four pieces of literature in each of these languages are now in circulation; four more are being printed.

Distribution of the Bureau's publications increased by almost 20 per cent over 1963. An estimated 9,660,000 pieces of material were dispatched, together with 302,000 pieces of literature from the provinces and the travel trade.

The Bureau also used its facilities and mailing lists for outside interests. A large mailing was made on the Confederation Conference Centennial in Charlottetown. Ten thousand posters were sent to travel agents. The first folder in a series of pamphlets and posters to be issued by the 1967 Canadian Universal and International Exhibition was mailed to 700,000 names from the Bureau's 1964 list.

Tourist Inquiries and Travel Counselling

Tourist inquiries resulting from the Bureau's advertising, publicity and promotion continued to soar. Through its own offices, and through Canadian Consulates, the Bureau handled an estimated 1,387,000 travel inquiries in 1964—roughly a 23-per-cent increase over 1963.

In 1964, the Bureau conducted the largest survey in its history—approximately 600,000. Response was excellent—nearly 25 per cent.

In addition to the direct efforts of the Travel Bureau, the Canadian Embassy and Consulates in the United States answered 22,200 inquiries.

Automated Efficiency

In 1964 punch-card equipment was installed to speed up mail distribution and allowed the Bureau to retain a permanent card record of each inquiry. The punch-card programming included statistics-gathering to permit later follow-up and survey projects. Members of the staff formerly responsible for typing labels and cards have been re-trained to the new key-punch and other punch-card equipment.

A heat transfer printer that works in conjunction with the data processing equipment was installed for the Distribution Section. By direct heat process, this machine addresses up to 7,000 envelopes hourly from carbonized tapes that are by-products of the punch-cards.

Other factors contributing to the increased production were the addition of a Flexofeed to each of the Flexowriters already in operation; the use of continuous letterhead; installation of three Selectadata readers. The Bureau has also acquired a signature machine which can sign approximately 2,000 various standard size letters an hour.

This automatic typewriter installation has been invaluable in handling replies to the Bureau's annual survey, inquiries from advertising programs, and a special survey of some 84,000 friends' names.

Trade Commissioner Service

The Trade Commissioner Service is the overseas arm of the Department charged with promoting Canadian trade and protecting Canadian commercial interests on the ground abroad in the main commercial centres of the world. In 1964, 158 trade commissioners served at 66 posts in 47 countries. Their responsibilities reflect the growing complexity of world trade relations. Apart from the basic tasks of bringing together the foreign importer and the Canadian exporter and remaining vigilant over Canadian terms of access to foreign markets, activities such as reporting on overseas markets to Canadian businessmen, commercial/economic reporting to Canadian government departments, and official attendance at international trade and economic conferences, are becoming increasingly important. Many reports are forwarded for publication.

As Canada's trade representatives, trade commissioners are required to move constantly in foreign business and government circles. Their local contacts and familiarity with local laws, practices, customs and shipping procedures, permit them to act effectively, whether called upon for emergency assistance by a Canadian exporter or in answering a routine inquiry.

In their efforts to find new markets for Canadian goods, trade commissioners travel extensively in their countries of posting and in other countries to which they are accredited. They visit the leading industrial and trade centres; develop close liaison with businessmen, government officials, trade associations and civic leaders; publicize Canadian products; investigate trade opportunities; facilitate the collection of trade information and generally help to foster Canadian exports.

During 1964, trade commissioners participated in the establishment of 1,500 agencies or buying connections for Canadian goods. More than 15,300 inquiries were received from Canadian exporters and dealt with at the various posts abroad.

On-the-spot preparations for, and participation in, departmental trade fair and trade mission projects are an important part of the trade commissioner's work.

In countries where he is the only Canadian Government representative, the trade commissioner may also undertake consular, immigration and informational tasks on behalf of other government departments.

New Post Opened

In September 1964, a trade commissioner post was opened in Cleveland, Ohio, U.S.A. A list of commercial posts, indicating the countries or areas for which they are responsible, will be found in Appendix "C".

Personnel

At the end of 1964, the Service had on strength 193 officers, of whom 158 were serving overseas; 10 of these were seconded from other branches of the Department. A regular program of recruitment, designed to meet the need for expansion, brings in each year a group of trainees. The 14 members of the 1964 class, after approximately one year of training within the Department in Ottawa, and a Canada-wide industrial tour, will be posted overseas in the summer of 1965.

Canadian clerical and stenographic staff are serving at a number of offices outside Canada. At present, 51 foreign service employees are employed at 24 offices overseas, as well as in Ottawa.

Local staff at posts abroad, including commercial assistants, secretaries, clerks and driver/messengers, numbered 411 at the end of the year. Many of them are long-service employees, who give loyal and effective support as well as an essential continuity to the work of the trade commissioner abroad.

Trade Fairs and Missions Branch

The Trade Fairs and Missions Branch is responsible for furthering the Department's export promotion activities through its trade fairs and trade missions programs, and in-store promotions abroad. The Branch comprises two Divisions, the Trade Fairs Abroad Division and the Trade Missions Division.

Trade Fairs Abroad Division

This Division is responsible for developing the Department's annual trade fair program and co-ordinating participation in the fairs which are on that program. Additional responsibilities include liaison with trade associations, provincial government trade departments and other government agencies. There is a continuing need for the selective dissemination of information to these organizations to publicize the Department's activities and encourage participation.

In formulating the trade fair program, the Division obtains, from departmental posts throughout the world, reports on trade fairs and exhibitions which offer suitable opportunities to promote Canadian exports. Similar reports and recommendations are obtained from interested branches within the Department, from trade associations and individual firms and this information is summarized in a brief which includes descriptive and statistical information on all fairs recommended. This is presented to the Departmental Committee on Trade Fairs Abroad and from this the Committee develops the program.

The Division, during 1964, co-ordinated the display of Canadian products at 38 fairs and exhibitions in 10 countries. In addition there were eight

information booths, for a total of 46 shows at which Canada was officially represented.

After each fair, participating companies are contacted with a view to obtaining information on actual sales made and potential business generated. A few examples from 1964 are; United States gift show, one firm booked orders to the value of approximately \$20,000; at a sporting goods show, a Canadian manufacturer sold products to a large United States chain. The initial order was for \$1,500,000 subject to testing the products. At a hardware trades fair overseas, 10 companies did an estimated \$300,000 business on site. Following the fair a later report indicated a further \$300,000 in business was written with additional prospects in sight.

During 1964, the Department participated in 11 regional lumber shows in principal market areas of the United States. The exhibits were designed to promote the use of Canadian timber and finishing woods in home-building. Through the shows chosen, these products were brought to the attention of buyers and specifiers in all phases of the building trades; i.e. architects, contractors, wholesalers and retailers of building products. Inquiries for Canadian sources of supply have already produced business of more than \$1 million yet the total cost of participation in the 11 shows in 1964 was not more than the cost of one average major trade fair.

In the past year hundreds of Canadian companies took advantage of the Department's trade fair program to promote export business in many of the world's markets.

At the 46 fairs, the products of Canada were exposed to audiences whose number exceeded 14,600,000.

Trade Missions Division

The Trade Missions Division is responsible for developing and co-ordinating departmental activity in the planning and organizing of the approved program of missions, both incoming and outgoing.

During 1964 there was a total of 25 trade missions (see Appendix "H" for detailed list). Fifteen of these were outgoing missions and 10 were incoming. Each mission represented a specialized interest, and was designed to support the Department's general program of trade promotion for goods and services produced in Canada. Unlike previous years, no composite or general trade mission was sponsored by the Department in 1964.

The outgoing missions, with two exceptions, were concerned with sales opportunities in carefully-selected export markets. The exceptions were two fisheries reconnaissance missions, one to Japan and the other to Scandinavia and Iceland. The main purpose of the reconnaissance missions was to examine the methods and management of the fishing industry in the various countries visited.

A total of 103 Canadian businessmen, plus departmental officers acting as secretaries, participated in the 15 outgoing missions. The costs of these missions were divided between the participants and the Department of Trade

and Commerce. It is normal for the Department to defray the costs of transportation, but, with the exception of Department officers, each individual member covers the costs of his own accommodation, meals and incidental expenses.

Shortly after the return of each mission to Canada, a mission report is written and published. This report is made available to all Canadian companies with similar interests to those of the mission members. Most mission members also take every opportunity to discuss their findings within their technical and trade associations, as well as in export study clubs, and other interested groups.

The trade mission program for 1964 continued to stress the importance of incoming missions. This year the number of incoming businessmen and government officials invited to Canada to study Canadian products and techniques continued to increase. Out of the 10 incoming missions for 1964, three comprised seed potato buyers and three buyers of purebred livestock, while the remainder covered industries under such specialty headings as sulphur and telecommunications equipment.

A very important incoming mission in 1964 was that of the Home Builders Mission From Britain. This 26-man mission of British home builders returned to Britain impressed with the quality and the speed of house construction in Canada. In their report, which was released to British builders and to the public in December, their impressions of construction in Canada were outlined. The report was extremely complimentary to Canadian-developed building processes.

In addition to trade missions sponsored by the Department, there were also various business tours and provincial government-sponsored missions in which the Department of Trade and Commerce, through the Trade Missions Division, co-operated to the fullest extent. Organizations and individuals proceeding overseas on such missions have included members of trade associations, boards of trade and provincial government departments. In every case, wherever departmental officials were informed, full co-operation both at home and overseas was made available.

Trade Publicity Branch

The Trade Publicity Branch makes use of all communications media to develop interest in Canada's export program and thereby further the Department's objectives, both at home and abroad.

Its dual function is to stimulate interest in Canadian products in foreign markets and to encourage Canadian manufacturers to look beyond domestic horizons and use the Department's many services to develop export business.

To accomplish this, the Branch employs advertising, public relations and publicity techniques in varying combinations. Its advertising program embraces newspapers, radio, television, magazines, trade publications and

graphic arts presentations for direct mail. It produces periodicals for regular distribution to selected audiences and booklets, brochures and other printed matter in direct support of trade fairs and trade missions. News releases, radio tape recordings and television film clips are employed to inform Canadians of foreign trade opportunities and successes, and to alert foreign businessmen to the kinds of goods and services available from Canadian suppliers.

The Branch has three Divisions: Editorial and Art Services, Media Relations and *Foreign Trade*.

Editorial and Art Services Division

The Division assists in the promotion of Canadian products and services abroad through the production of booklets, folders, press releases, special articles, and advertising in support of Canadian participation in foreign trade fairs, Canadian trade missions, special projects and in-store promotions.

During the year the Division developed more than 120 major and 1,000 minor printing projects involving total press runs of almost six million.

For example, departmental sponsorship of an exhibit comprising 32 Canadian firms at Britain's Food Fair in September involved the production of a 36-page illustrated brochure. The brochure's cover, in full processed colour, drew wide acclaim across Canada and in Britain. The Canadian Dairy Princess was flown to the Fair for a week's stay and her presence contributed greatly to the excellent press coverage received by the Canadian firms participating, whose products were mentioned in more than 40 papers and general magazines and 16 trade magazines.

From May to December, the Division produced a variety of publicity material for the Canadian Demonstration Homes Project in Britain. This included a folder and technical booklet directed to the building trades and professions, and a booklet for distribution to the public. The project was further supported by extensive advertising and received excellent coverage in the British trade press.

Canada Courier, Canada's international trade promotion newspaper, is published by the Division in the interests of Canadian companies to publicize their products and services abroad. In 1964, it was distributed by direct mail to some 80,000 potential buyers of Canadian products in more than 100 foreign countries. *Canada Courier* is illustrated and carries news items and special features on Canadian products. One small news item, 2 columns by 5¼ inches, on a Canadian pharmaceutical product produced more than 1,000 trade inquiries from overseas.

Media Relations Division

This Division has responsibility for direct liaison with editors and news directors of all Canadian media. During the year it distributed more than

150 press releases, statements and speeches to consumer and trade publications, and radio and television stations in Canada. It also prepared 38 special articles and statements for Canadian and foreign publications.

During the year, the Division began producing radio tapes for publicity purposes. Fifteen tapes of major events were produced and distributed. By the year's end work had commenced on a fully-equipped sound studio, which will enable the Division to increase its use of this type of publicity in 1965.

The Division is responsible for editing, publishing and distributing the reports of outgoing trade missions. During 1964, 15 such reports were processed.

The Division is also responsible for the production and distribution of films to assist in trade promotion work abroad. A catalogue of some 200 commodity and industrial films was produced to assist trade commissioners in ordering and making use of such films. Six new language versions of existing commodity films were produced and 50 new prints were distributed to posts abroad. The Division also produced a 30-minute colour film, "More Homes for More People", a film record of the Canadian Demonstration Homes project in Britain, which is designed to promote the sale of Canadian timber in Britain and Europe.

Foreign Trade and Commerce extérieur

Foreign Trade and Commerce extérieur began 1964 with a new cover design which proved popular with readers. In choosing editorial content during the year, the emphasis was on providing Canadian exporters with detailed information on markets and practical help with export problems.

Markets discussed in some detail included Michigan and Ohio, Italy, France, Australia and New Zealand. Various aspects of the important British market were covered in 10 out of the 26 issues of *Foreign Trade*. Among the commodities receiving special attention were sporting goods, domestic appliance components, building products, wood products, and tobacco. One series of articles dealt with the opportunities open to Canadian companies in the huge space research program of the United States.

Features aimed at helping the exporter with specific problems included tables of documentation requirements in various regions of the world; two articles on how to set up an export-import business, prepared by an official of the Department; and advice on the use of importer/factor services in the British market. In addition, the series of export success stories was continued.

Whenever possible, special features in the magazine were tied in with trade promotion programs of the Department, such as trade fairs, trade missions, and the Canadian Demonstration Homes program in Britain.

In an effort to boost circulation, a new subscription dodger was printed and a series of direct mail promotion letters composed, to be sent to

university students in international trade or economics courses, new exporters, lapsed subscribers, and Canadian firms generally.

OTHER SERVICES

Economics Branch

The Economics Branch conducts a continuous examination of current and prospective trends in the Canadian economy and undertakes studies on various aspects of Canada's economic development as required for official use.

Statements on the general economic situation were prepared in which current trends in general economic activity were reviewed and future prospects assessed. In some cases, these reports were designed for general background use within the Government, while in others, they were directed to specific problems to be dealt with by individual government departments. Special attention was given to cyclical changes taking place during the year. Economic developments in the United States, particularly as these affect Canada, were closely followed.

Continuing study was given to the current and prospective trend of capital outlays in Canada. In collaboration with the Dominion Bureau of Statistics, the Branch prepared reports summarizing the results of surveys of capital expenditure intentions for the year. These were published in March and again at mid-year. An on-the-spot canvass of investment plans of a number of larger companies was carried out in the fall of the year to obtain some preliminary indication of probable investment trends during the coming year.

Canada's foreign trade position was kept under review throughout the year. Reports on current trade developments and on particular aspects of Canada's foreign trade were prepared as required.

Conditions prevailing throughout Canadian industry were kept under review, particular attention being given to the effects, industry by industry, of changing demand influences in both foreign and domestic markets. Studies on international commodity markets and on particular industries are undertaken as required for the consideration of any specific matter or program with which the Department is concerned and for general background purposes.

The Branch participated from time to time in the preparation of economic material required in connection with international meetings and representations from industry, or for other departmental purposes. Special studies were conducted on various economic and trade issues requiring the attention of the Department.

Research directed toward the development of forecasting and other analytical procedures was carried forward. Because of the importance of

statistical material for current economic analysis, the Branch continued to take an active interest in the development of government statistical programs.

Grain Division

The Grain Division co-operates with the Canadian Wheat Board, the Ontario Wheat Producers' Marketing Board, the private trade and all other organizations involved in the export marketing of grain and flour. In addition the Division is concerned with domestic grain marketing policies and problems.

Exports of major grains and flour in 1964 reached an all-time high of 615 million bushels, valued at more than \$1,196 million. The bulk of this movement was, of course, wheat and wheat flour.

During the year the Division assisted in the sale of wheat on credit to Poland, Czechoslovakia, Bulgaria and Hungary. It also assisted in the procurement of wheat and flour for movement under the Canadian Food Aid Program, including both shipments to individual countries and on behalf of international organizations, such as UNRWA and the World Food Program. Of particular interest was the first shipment of Ontario wheat on a bilateral basis under the Canadian program. In connection with the development of the Canadian Food Aid Program, the Division carried out a detailed study of the needs of possible recipient countries, and worked closely with other Divisions of the Department in formulating the Department's views about the future content of the program.

The Division participated in negotiations leading up to the conclusion of the Canada/U.K. Cereals Agreement. The Chief of the Division represented the Department at meetings of the Supervisory Flour Committee and International Wheat Council in London, and, during the year, members of the Division were present at various meetings on wheat and related matters which were held with United States officials. The Division studied developments in grain production and marketing in other countries of the world and close attention was given to the export subsidies and concessional sales programs of other countries. Particular attention was given to the problems facing the Canadian flour milling industry. The Chief of the Division took part in meetings of the Canadian Wheat Board Advisory Committee which were held in Vancouver and Winnipeg during the year. He also accompanied members of the Canadian Wheat Board to Quebec City to meet with the representatives of the Quebec Department of Agriculture and the feed grain trade. The Grain Division was represented on the usual agricultural outlook conference committees.

As in the past the Division assisted the Canadian Wheat Board in handling visiting trade missions. During 1964 there were missions from Venezuela, the Philippines and the United Kingdom as well as visits of grain officials from several other countries.

Standards Branch

The Standards Branch administers those statutory enactments which control the sale and use of measuring instruments required for the distribution of gas and electricity, and for general weight and length determinations. The related statutes are the Gas Inspection, Electricity Inspection, and Weights and Measures Acts. The control is twofold: first, type approval before sale and installation, and second, in-use inspection. In the gas and electricity program 1,402,933 devices and installations were inspected, an increase of 79,890 over 1963. The Branch continued its function as agent for the National Energy Board in the inspection of export/import metering installations. In view of the progressively increasing number of inspections to be done, the Branch has established a pilot automated test program for possible general application in the gas field. Similarly automated facilities for electrical testing are under investigation. Paralleling this latter program a joint study is being undertaken with the Canadian Electrical Association on the possibility of adopting a statistical sampling program. The number of devices in general trade which were inspected showed a slight increase at 504,990. The complexity and capacity of newer devices present difficult testing programs. In the scale test program the design and introduction into services of a 23-ton unit has marked a significant advance in testing. Again increasing attention has been given to the packaging practices of retailers and manufacturers.

The trend to higher accuracies and the introduction of new measurement techniques has greatly added to the Branch's basic program of approvals and standards' calibration. In the latter, a study of computer programming in precision weight calibration indicates significant man-hour saving. New test equipment and a training program for field installation testing in the electricity program has been largely completed by the laboratory staff. The year saw the completion of a gas test pressure board which will be of significant value to all segments of the gas industry.

The activities of the Branch in the precious metals and commodities fields were again extensive. The inspection of gold, silver, platinum and palladium articles indicated satisfactory compliance for quality and marking. A new regulation covering watch jewel marking became fully effective. Several other requests from industry for regulations to control labelling and advertising were received and are under consideration. Those regulations which are in effect continue to achieve the results for which they were developed. The Branch continued its extensive activities in many committees dealing with national and international standards.

Administrative Services

The Comptroller-Secretary is responsible for the provision of administrative services to all Branches of the Department.

Parliamentary returns and reports and submissions to the Executive are prepared and/or co-ordinated on behalf of the Department and associated Crown Agencies.

Responsibility for the various administrative functions are allocated as follows:

Personnel Branch

The Personnel Branch is responsible for implementing the Department's over-all personnel program.

The Branch provides personnel and advisory services to operating branches, assists individual employees in solving problems and in achieving maximum personal development, fosters desirable working conditions and relationships, and maintains liaison with control agencies and staff associations. During the year a Staff Training Officer was appointed, enabling the Branch to provide better service in staff training and development.

The Chief Librarian and the Co-ordinator of Transcribing and Typing Services report to the Director of the Personnel Branch.

Financial Services Division

This Division conducts a continuous review of commitments, expenditures and financial procedures, including the audit of departmental travel expenditures, to ensure conformity with approved policies, and co-ordinates, prepares and reviews departmental annual estimates.

In addition, the Division provides an advisory service to the operating branches on all financial matters and maintains liaison with the various financial and control agencies of government.

Office Services Division

The Records Section provides records, mail and messenger services to branches in Ottawa through the main units in the Trade and Commerce building or the branch registries attached to branches located elsewhere in Ottawa.

The Supply and Accommodation Section is responsible for procuring, storing, issuing and controlling the printing, stationery, furniture and equipment required by the Department. Office accommodation and maintenance, telephone, intercom installations and other services are arranged by this Section.

Travel and Removal

This office arranges the transportation and accommodation of departmental officials and their dependents and the transport of household goods and effects of personnel on foreign assignments. In addition the Travel and

Removal office arranges shipments of materials and supplies for offices in Canada and abroad.

Library

The Library selects, acquires, catalogues, indexes, circulates, lends and retains publications on the diversified subjects of interest to members of the various branches of the Department.

Considerable time is spent by the librarians in assisting with research projects. For that purpose, the compilations of special and continuous bibliographies are found essential.

Co-operation with business, university and other government libraries through loans and other forms of assistance is also part of the regular work done in the Trade and Commerce Library.

APPENDICES

Appendix "A"

Head Office Directory (As of December 31, 1964)

Head Office Trade and Commerce Building

Wellington and Lyon Streets, Ottawa, Ontario Telex - 013424

Government Local

Minister: The Honourable Mitchell Sharp 2-0336, 2-0337

Executive Assistant: M. J. McCabe 2-7052

Private Secretary: Mrs. Ruth Gray 2-0337

Deputy Minister: J. H. Warren 2-2888, 2-5838

Executive Assistant: C. T. Charland 2-2380, 2-0819

Assistant Deputy Minister (Trade Policy)

M. Schwarzmann 2-4042, 2-2649

Assistant Deputy Minister (Commodities and Industries)

Denis Harvey 2-5417, 2-7056

Special Assistant: D. S. Armstrong 2-0241

Assistant Deputy Minister (External Trade Promotion)

T. R. G. Fletcher 2-2530, 2-0798

Special Assistant: J. H. Bailey 2-1070

Trade Policy Service

General Director, Office of Trade Relations:

R. E. Latimer 2-8850, 2-4815

Office of Trade Relations — Section I

Director: W. G. Pybus 2-2981

Chief, United States Division: Wm. Jones 2-5176

Chief, General Relations Division: A. R. A. Gherson 2-5779

Chief, Commodity Trade Policies Division: P. T. Eastham 2-4100

Chief, Financing and Aid Division: B. F. Armishaw 2-6143

Office of Trade Relations — Section II

Acting Director: A. W. A. Lane 2-2250

Chief, Commonwealth Division: R. B. Nickson 2-2421

Chief, European Division: G. W. Green 2-8727

Chief, Latin American Division: B. S. Shapiro 2-7641

Chief, Asia and Middle East Division: F. P. Weiser 2-5642

Chief, International Organizations Division: W. Lavoie 2-4963

Commodities and Industries Service

Government Local

Agriculture and Fisheries Branch

Acting Director: D. B. Laughton	2-4301
Assistant Director (Agriculture): A. J. Stanton	2-7523
Assistant Director (Fisheries): T. R. Kinsella	2-7385
Chief, Fisheries Division:	2-7385
Chief, Livestock and Animal Products Division: K. L. Melvin ..	2-3172
Acting Chief, Commodity Arrangements and Market Developments Division: D. H. Burns	2-4161
Chief, Plant Products Division:	2-7523

Industrial Materials Branch

Director: A. M. Tedford	2-6905
Assistant to the Director: A. E. Grant	2-7731
Chief, Chemicals Division: G. E. McCormack	2-5993
Chief, Forest Products Division: M. N. Murphy	2-0273
Chief, Metals and Minerals Division: R. J. Jones	2-8422

Manufacturing Industries and Engineering Branch

Director: R. A. Scoon	2-1462
Chief, Appliances and Commercial Machinery Division: G. W. Rahm	2-6950
Chief, Engineering and Equipment Division: R. C. Wallace	2-4082
Chief, Textiles and Consumer Goods Division: A. C. Fairweather	2-6197

Trade Services Branch

Director: E. C. Thorne	2-7163
Assistant Director: G. M. Schuthe	2-6236
Chief, Allied Services Division: O. A. Sulzenko	2-7746
Chief, Trade Controls Division: S. G. Barkley	2-5670
Chief, Transportation Division: H. A. Hadskis	2-2737
(for Regional Offices see Appendix "B")	

External Trade Promotion Service

Canadian Government Exhibition Commission

2487 Kaladar Avenue, Ottawa, Ontario

Director: Patrick Reid	2-7412, 2-3558
Assistant Director: A. D. Simmons	2-7747
Chief, Design Division: G. E. Stranks	2-3671
Chief, Production: J. Rachlis	2-1915
Chief, International Division: R. E. H. Ogilvie	2-4139
Chief, Canadian Division: W. E. Ackland	2-7818
Chief, Confederation Train and Caravan Division: J. Delamere .	2-1335

Canadian Government Travel Bureau,

150 Kent Street, Ottawa, Ontario

Director: Alan Field	2-3166
Assistant Director: Dan Wallace	2-5256
Administrator of Offices Abroad: R. D. Palmer	2-1384
Manager, Operations and Travel Information Division: M. E. Campeau	2-7355
Chief, Publicity Division: J. A. Carman	2-6373
Chief, Publications Division: D. J. Molloy	2-5180
(for Offices Abroad see Appendix "D")	

Trade Commissioner Service

Director: A. P. Bissonnet	2-8286
Executive Director: C. O. R. Rousseau	2-6835

Trade Commissioner Service — continued

Government Local

Assistant Director (Personnel): G. R. Osbaldeston	2-6800
Assistant Director (Administration): K. Osmond	2-5669
Inspector, T.C.S.: T. F. Harris	2-1366
(for Posts Abroad see Appendix "C")	

Trade Fairs and Missions Branch

Director: D. G. W. Douglas	2-8269
Chief, Trade Fairs Abroad Division: F. J. Bradley	2-8855
Chief, Trade Missions Division: R. V. N. Gordon	2-8069

Trade Publicity Branch

Director: Royd E. Beamish	2-2479, 2-6394
Chief, Editorial and Art Services Division: F. R. Hamilton	2-1259, 2-6435
Chief, Media Relations Division: K. A. Prittie	2-2186
Editor, <i>Foreign Trade and Commerce extérieur</i> :	
Miss O. Mary Hill	2-6588

Other Services

Economics Branch

Director: V. J. Macklin	2-5658
General Forecasts: R. B. Crozier	2-8900
Foreign Trade: P. C. Collingwood	2-7667
Secondary Industry and Capital Investment: J. H. Latimer	2-3847
Resource Industry: A. M. Coll	2-7408
General Assignments: H. R. Smale	2-5266

Grain Division

Chief: R. M. Esdale	2-5830, 2-5648
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Standards Branch

Standards Building, Holland Avenue, Tunney's Pasture, Ottawa, Ontario

Director: R. W. MacLean	2-2132
Assistant Director and Chief Engineer: G. E. Anderson	2-0020
Chief, Electricity and Gas Division: G. Cryer	2-2956
Chief, Weights and Measures Division: C. S. Phillips	2-2000
Chief, Laboratory Division: W. J. S. Fraser	2-2575
Commodities and Precious Metals Marking: G. R. Lewis	2-7075

Administrative Services

Comptroller-Secretary: L. J. Rodger	2-7411, 2-2262
Director, Personnel Branch: P. M. Legris	2-5430
Chief, Financial Services Division: L. L. Marks	2-4312
Chief Librarian: Miss V. Martin	2-7979, 2-4667
Chief, Office Services Division: C. Drolet	2-5666

Associated Services

Dominion Bureau of Statistics

Holland Avenue, Tunney's Pasture, Ottawa, Ontario

Dominion Statistician: Walter E. Duffett	2-0031
Publications, Information and General Inquiries	2-2959

Regional Offices

Phone

St. John's, Newfoundland	578-3145
Mr. E. W. Hutchings	578-3146
Halifax, Nova Scotia	423-7387
Mr. A. B. MacKay	

Regional Offices — continued

	Phone
Montreal, Quebec	875-2050
Mr. Pierre Gadbois	
Ottawa, Ontario	992-0256
Mr. J. N. Bougie	
Toronto, Ontario	362-6211
Mr. A. G. Metcalfe	
Winnipeg 1, Manitoba	943-4528
Mr. G. S. Howell	
Edmonton, Alberta	424-0251
Mr. A. Ustenov	
Vancouver 1, British Columbia	681-5288
Mr. R. M. Kincade	

Export Credits Insurance Corporation**309 Cooper Street, P.O. Box 655, Ottawa, Ontario**

President and General Manager: H. T. Aitken	232-4828
Vice-President: A. W. Thomas	232-4828
Montreal Branch, Room 803, 407 McGill Street	288-9012
Toronto Branch, Room 1510, 55 York Street	364-5778
Represented in Halifax, Winnipeg, and Vancouver by the Regional Offices of the Department of Trade and Commerce.	

Translation Branch**Trade and Commerce Building, Ottawa, Ontario**

	Government	Local
Chief: Raymond Aupy	2-2760	
Assistant: Miss M. Terrien	2-2760	

Appendix "B"

Regional Offices of the Department

(As of December 31, 1964)

St. John's Nfld., Sir Humphrey Gilbert Building	
Duckworth Street, (P.O. Box 5458)	Phone: 2698
Regional Officer: Mrs. B. Robertson	Telex: 016282
Halifax, N.S., 5525 Artillery Place	Phone: 422-8491
Regional Manager: D. J. Packman	Telex: 014-42429
Montreal 2, P.Q., Room 2325, 1 Place Ville Marie	Phone: 878-9114
Acting Regional Manager: R. C. Montreuil	Telex: 0120280
Winnipeg 1, Man., Room 521, 269 Main Street	Phone: 943-7496
Regional Manager: W. Mackenzie Hall	Telex: 035287
Vancouver 2, B.C., Room 405, 325 Granville Street	Phone: MU. 1-7161
Regional Manager: R. F. Renwick	Telex: 045391

Appendix "C"

Location of Trade Commissioner Service Offices Abroad (As of December 31, 1964)

Argentina	Greece	Peru
Buenos Aires	Athens	Lima
Australia	Guatemala	Philippines
Canberra	Guatemala City	Manila #
Melbourne #	Hong Kong #	Portugal
Sydney #	India	Lisbon
Austria	Bombay #	Rhodesia
Vienna	New Delhi	Salisbury #
Belgium	Iran	South Africa
Brussels	Tehran ##	Cape Town #
Brazil	Ireland	Johannesburg #
Rio de Janeiro	Dublin	Spain
São Paulo #	Israel	Madrid
Britain	Tel Aviv	Sweden
Belfast #	Italy	Stockholm
Glasgow #	Rome	Switzerland
Liverpool #	Milan #	Berne
London	Jamaica	Trinidad-Tobago
Ceylon	Kingston	Port-of-Spain
Colombo ##	Japan	Union of Soviet
Chile	Tokyo	Socialist Republics
Santiago	Lebanon	Moscow
Colombia	Beirut	United Arab Republic
Bogota	Malaysia	Cairo
Cuba	Singapore #	United States
Havana ##	Mexico	Boston
Denmark	Mexico City	Chicago
Copenhagen	Netherlands	Cleveland #
Dominican Republic	The Hague	Detroit #
Santo Domingo	New Zealand	Los Angeles
France	Wellington	New Orleans
Paris	Nigeria	New York
Germany	Lagos	Philadelphia #
Bonn	Norway	Washington
Duesseldorf #	Oslo	Uruguay
Hamburg #	Pakistan	Montevideo ##
Ghana	Karachi	Venezuela
Accra		Caracas

Complete details of mail and cable addresses, the names of the officers at the posts, and the territories covered by each office are published every six weeks in the Department's fortnightly magazine "Foreign Trade".

Posts so marked are separate trade commissioner posts, or Canadian consular offices administered by the Trade Commissioner Service.

No resident trade commissioner. Office supervised by officer on Embassy staff.

Appendix "D"

Location of Canadian Government Travel Bureau Offices Abroad

(As of December 31, 1964)

United States

Canadian Government Travel Bureau
102 W. Monroe Street
Chicago, Illinois, U.S.A.—60603
Canadian Government Travel Bureau
680 Fifth Avenue
New York, New York, U.S.A.—10019
Canadian Government Travel Bureau
510 West 6th Street
Los Angeles, California, U.S.A.—90014
Canadian Government Travel Bureau
1 Second Street
San Francisco, California, U.S.A.—94105
Canadian Government Travel Bureau
124 South 7th Street
Northstar Center
Minneapolis, Minnesota, U.S.A.—55402

Europe

European General Manager
Canadian Government Travel Bureau
1 Grosvenor Square, Macdonald House
Room 326
London, W. 1, England

Britain

Canadian Government Travel Bureau
19 Cockspur Street
London, S.W. 1, England

France

Canadian Government Travel Bureau Representative
35 Avenue Montaigne
Paris VIII, France

Germany

Deutschland—Vertretung
Staatliches Kanadisches Fremdenverkehrsamt
Kaiserstrasse 59,
6 Frankfurt/Main, Germany

Appendix "E"

Tariff Arrangements in Force as of December 31, 1964

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Guiana, British Honduras, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand, Britain and its dependent territories and the members of the former Federation of Rhodesia and Nyasaland (Malawi, Rhodesia and Zambia). Canada also exchanges preferences with Ceylon, Cyprus, Malaysia, Malta and Sierra Leone and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Tanzania and Uganda. Many of these countries are also members of the GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of the GATT increased by four during 1964 and at the end of the year there were 64 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Switzerland, Tunisia, Argentina, Yugoslavia, the United Arab Republic and Iceland are provisional members. The GATT is applied on a *de facto* basis to a number of newly independent states, Algeria, Burundi, Congo (Leopoldville), Mali and Rwanda, pending final decisions as to their future commercial policy. Two other countries, Cambodia and Poland, while not members, participate in the work of the GATT.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in-Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding tariff agreements and arrangements in force on December 31, 1964 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Principal Terms
Australia	Trade Agreement signed Feb. 12, 1960, in force June 30, 1960.	Agreement includes schedules of tariff rates and exchange of British preferential rates on items not scheduled. May be terminated on six months' notice.
	GATT effective Jan. 1, 1948.	

Country	Agreement	Principal Terms
Britain	Trade Agreement signed Feb. 23, 1937, effective Sept. 1, 1937; modified by exchanges of letters Nov. 16, 1938, and Oct. 20, 1947. GATT effective Jan. 1, 1948.	Various concessions are granted by each country including exchange of preferential tariff rates. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trustships.
British Caribbean Bahamas, Barbados, Bermuda, British Guiana, British Honduras, Leeward Islands, and Windward Islands.	Canada-British West Indies Trade Agreement signed July 6, 1925, in force Apr. 30, 1927; Canadian notice of termination of Nov. 23, 1938, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Barbados, Bermuda, British Guiana, British Honduras, the Leeward Islands, and Windward Islands, participate in GATT.	The parties exchange specified tariff preferences. Agreement may be terminated on six months' notice.
Ceylon	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange preferential tariff treatment.
Cyprus	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Aug. 16, 1960.	Canada exchanges preferential treatment with Cyprus.
Ghana	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 18, 1957.	Canada accords British preferential treatment to Ghana, (except on cocoa beans). Exchange of most-favoured-nation treatment.
India	Since 1897 Canada has unilaterally accorded British preferential treatment without contractual obligation. GATT effective July 8, 1948.	Canada accords British preferential treatment to India. Exchange of most-favoured-nation treatment.
Jamaica	Relations continue to be governed by Canada-West Indies Trade Agreement (See British Caribbean). GATT effective Aug. 6, 1962.	The parties exchange specified tariff preferences. Agreement may be terminated on six months' notice.

Country	Agreement	Principal Terms
Kenya	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Dec. 12, 1963.	Canada accords British preferential treatment to Kenya. Exchange of most-favoured-nation treatment.
Malawi	Relations continue to be governed by Trade Agreement of 1958 with former Federation of Rhodesia and Nyasaland. GATT effective July 6, 1964.	Canada exchanges preferential treatment with Malawi.
Malaysia	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.	Canada and Malaysia exchange preferential tariff treatment.
Malta	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1964.	Canada exchanges British preferential treatment with Malta.
New Zealand	Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	The parties exchange specific preferences on scheduled goods and reciprocally concede British preferential rates on items not scheduled. May be terminated on six months' notice.
Nigeria, Federation of	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Exchange of most-favoured-nation treatment.
Pakistan	Canada unilaterally accords British preferential treatment without contractual obligation. GATT effective July 30, 1948.	Canada accords British preferential treatment to Pakistan. Exchange of most-favoured-nation treatment.
Sierra Leone	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Apr. 27, 1961.	Canada and Sierra Leone exchange preferential tariff treatment.

Country	Agreement	Principal Terms
Trinidad and Tobago ..	Relations continue to be governed by Canada-West Indies Trade Agreement (See British Caribbean). GATT effective Aug. 31, 1962.	The parties exchange specified tariff preferences. Agreement may be terminated on six months' notice.
Uganda	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 9, 1962.	Canada accords British preferential treatment to Uganda. Exchange of most-favoured-nation treatment.
United Republic of Tanzania	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic Apr. 23, 1964.	Canada accords British preferential treatment to the United Republic of Tanzania. Exchange of most-favoured-nation treatment.
Western Samoa	Relations continue to be governed by Trade Agreement of 1932 with New Zealand.	The parties exchange specified preferences on scheduled goods and reciprocally concede British preferential rates on items not scheduled.
Zambia	Relations continue to be governed by Trade Agreement of 1958 with former Federation of Rhodesia and Nyasaland. GATT has <i>de facto</i> application for Zambia for a two-year period effective Oct. 24, 1964.	Canada exchanges preferential treatment with Zambia. Exchange of most-favoured-nation treatment.

2. Arrangements with Non-Commonwealth Countries

Country	Agreement	Principal Terms
Algeria	Franco - Canadian Trade-Agreement of 1933 applied to Algeria. Algeria maintains a <i>de facto</i> application of the GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured - nation treatment.
Argentina	Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. Argentina has acceded to the GATT provisionally.	Exchange of most-favoured-nation treatment. Provisional application may be terminated on three months' notice.

Country	Agreement	Principal Terms
Austria	GATT effective Oct. 19, 1951.	Exchange of most-favoured-nation treatment.
Belgium-Luxembourg ..	Convention of Commerce with the Belgium-Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Benelux (Belgium-Netherlands-Luxembourg Customs Union)	See Belgium - Luxembourg and Netherlands.	
Bolivia	Order in Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce of Aug. 1, 1911.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Brazil	Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitively on Apr. 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured-nation treatment.
Bulgaria	Trade Agreement signed Oct. 8, 1963; provisionally in force from date of signing.	Exchange of most-favoured-nation treatment and undertaking by Bulgaria to purchase a minimum of 300,000 metric tons of wheat or equivalent in flour during the three years validity of the Agreement.
Burma	GATT effective July 29, 1948.	Exchange of most-favoured-nation treatment.
Burundi	Burundi maintains a <i>de facto</i> application of the GATT.	Canada grants most-favoured-nation treatment
Cambodia	Franco - Canadian Trade Agreement of 1933 applied to Cambodia. Although not yet a full member, Cambodia takes part in the work of the GATT under a special arrangement.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most-favoured - nation treatment.

Country	Agreement	Principal Terms
Cameroun	Franco - Canadian Trade Agreement of 1933 applied to Cameroun. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Central African Republic	Franco - Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured-nation treatment.
Chad	Franco - Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured-nation treatment.
Chile	Trade Agreement signed Sept. 10, 1941; in force provisionally Oct. 15, 1941; and definitively on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.
China	<i>Modus vivendi</i> signed Sept. 26, 1946, covers the territory of China and Taiwan.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia	Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)	Franco - Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Leopoldville) ..	Belgo-Canadian Convention of Commerce of 1924 applied to the Congo (Leopoldville). Congo (Leopoldville) maintains a <i>de facto</i> application of the GATT.	Since the Congo's independence in 1960, Canada has continued to grant most-favoured-nation treatment.
Costa Rica	<i>Modus vivendi</i> signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.

Country	Agreement	Principal Terms
Cuba	GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Czechoslovakia	Convention of Commerce signed Mar. 15, 1928; in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Dahomey	Franco - Canadian Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960.	Exchange of most-favoured-nation treatment.
Denmark (including Greenland)	Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment. Declaration of May 9, 1912, provides means for separate termination by Dominions on one year's notice.
Dominican Republic ...	Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured-nation treatment including scheduled concessions.
Ecuador	<i>Modus vivendi</i> signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Egypt	(See United Arab Republic).	
El Salvador	Exchange of notes of Nov. 2, 1937; in force Nov. 17, 1937.	Exchange of most-favoured-nation treatment. May be terminated on four months' notice.
Ethiopia	Exchange of notes effective June 3, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Finland	Exchange of notes of Nov. 13-17, 1948; effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
France and French overseas territories ...	Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment including scheduled concessions. May be terminated on three month's notice.

Country	Agreement	Principal Terms
Gabon	Franco - Canadian Trade Agreement of 1933 applied to Gabon. GATT effective Aug. 17, 1960.	Exchange of most-favoured-nation treatment.
Germany, Federal Republic of	GATT effective Oct. 1, 1951.	Exchange of most-favoured-nation treatment.
Greece	<i>Modus vivendi</i> by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Greenland	See Denmark.	
Guatemala	Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Guinea	Franco - Canadian Trade Agreement of 1933 applied to Guinea.	Since creation of Guinea as independent state in 1958, Canada has continued to grant most-favoured-nation treatment.
Haiti	Trade Agreement signed Apr. 23, 1937; in force Jan 10, 1939. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Honduras	Exchange of Notes signed July 11, 1956, effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary	Trade Agreement signed June 11, 1964; provisionally in force from date of signing.	Exchange of most-favoured-nation treatment and undertaking by Hungary to purchase a minimum of \$24 million of wheat and other unspecified products during the three years' validity of the Agreement. Hungary is committed to purchase 250,000 metric tons of wheat.
Iceland	Although there is no contractual obligation, Canada and Iceland adhere to the terms of a treaty originally concluded between Denmark and Britain on Feb. 13, 1660.	Exchange of most-favoured-nation treatment.

Country	Agreement	Principal Terms
Indonesia	GATT effective Mar. 1, 1948.	Exchange of most-favoured-nation treatment.
Iran	Special arrangement by Order in Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956.	Canada grants most-favoured-nation tariff rates as long as Iran accords reciprocal treatment.
Iraq	Special arrangement by Order in Council effective Sept. 15, 1951.	Exchange of most-favoured-nation tariff treatment.
Ireland	Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933.	Canada grants British preferential tariff in return for preferential rates where such exist and for most-favoured-nation rates on non - preferential items. May be terminated on six months' notice.
Israel	Canada - United Kingdom Agreement of 1937 continued to apply to the State of Israel after its foundation, May, 1948. GATT effective July 5, 1962.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Italy	<i>Modus vivendi</i> by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Ivory Coast	Franco - Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.	Exchange of most-favoured-nation treatment.
Japan	Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept. 10, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Kuwait	Canada - United Kingdom Agreement of 1937 applied to Kuwait as British Protectorate. GATT effective June 18, 1961.	Since independence of Kuwait in June 1961, Canada has continued to accord most-favoured-nation treatment.

Country	Agreement	Principal Terms
Laos	Franco - Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Lebanon	Special arrangement by Order in Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia	Special arrangement by Order in Council effective Mar. 1, 1955.	Canada grants most-favoured-nation treatment.
Liechtenstein	See Switzerland.	
Luxembourg	See Belgium-Luxembourg.	
Malagasy Republic	Franco - Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured-nation treatment.
Mali, Federation of	Franco - Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a <i>de facto</i> application of the GATT.	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Mauritania	Franco - Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico	Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratifications exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco	Various agreements relating to former French, Spanish and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands	Convention of Commerce of July 11, 1924. Suspended during war, reinstated by exchange of notes Feb. 1 and 5, 1946. Includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.

Country	Agreement	Principal Terms
Nicaragua	Trade Agreement signed Dec. 19, 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Niger	Franco - Canadian Trade Agreement of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured-nation treatment.
Norway	Convention of Commerce and Navigation with United Kingdom of Mar. 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured-nation treatment. Convention of May 16, 1913, provides means for separate termination by Dominions on one year's notice.
Panama	Order in Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured-nation treatment.
Paraguay	Exchanges of notes on May 21, 1940; in force June 21, 1940.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Peru	GATT effective Oct. 8, 1951.	Exchange of most-favoured-nation treatment.
Philippines	No agreement.	Canada and Philippines continue to exchange most-favoured-nation treatment (excluding preferences accorded by the Philippines to the United States) without contractual obligation.
Poland	Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936.	Exchange of most-favoured-nation treatment including scheduled reductions. May be terminated on three months' notice.
Portugal, Portuguese adjacent islands and Portuguese overseas provinces	Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment. Remains in effect for two years from ratification and thereafter unless terminated on three months' notice.

Country	Agreement	Principal Terms
Rwandi	Rwandi maintain a <i>de facto</i> application of the GATT.	Canada grants most-favoured-nation treatment.
Senegal	Franco - Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.
South Africa	Trade Agreement signed Aug. 20, 1932; in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935; effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on scheduled items. May be terminated on six months' notice. Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Spain and Spanish possessions	Since Aug. 1, 1928, Canada has adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 26, 1954; provisionally in effect July 1, 1954, definitively in force on ratification, June 30, 1955. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice. Supplements and amends United Kingdom - Spain Treaty of Commerce. Remains in effect for three years from ratification, and thereafter unless terminated on three months' notice.
Sweden	United Kingdom - Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment. Declaration of Nov. 27, 1911, provides means for separate termination by Dominions on one year's notice.
Switzerland	United Kingdom - Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1855, applies to Canada. By exchange of notes Liechtenstein included under terms of this agreement effective July 14, 1947. Switzerland has acceded to the GATT provisionally.	Exchange of most-favoured-nation treatment. Convention of Mar. 30, 1914, provides means for separate termination by Dominions on one year's notice.
Syrian Arab Republic ..	Special Arrangement by Order in Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Syria accords reciprocal treatment.

Country	Agreement	Principal Terms
Togo	Franco - Canadian Trade Agreement of 1933 applied to Togo. Togo maintains a <i>de facto</i> application of the GATT.	Since the creation of Togo as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Tunisia	Franco - Canadian Trade Agreement of 1933 applied to Tunisia. Tunisia has acceded to the GATT provisionally.	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-favoured - nation treatment.
Turkey	Exchange of notes signed Mar. 1, 1948; in effect Mar. 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Union of Soviet Socialist Republics	Trade Agreement signed Feb. 29, 1956, renewed for another three years Apr. 18, 1960 and again for the same period on Sept. 16, 1963 by a protocol which provisionally entered into force on the same date (the extension to be valid from Apr. 18, 1963).	Exchange of most-favoured-nation treatment and undertaking by USSR to purchase a minimum of 6,375,000 long tons of wheat and flour during the three-year period of validity of the extended agreement.
United Arab Republic (Egypt)	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to the GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
United States	Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT. GATT effective Jan. 1, 1948.	Most-favoured-nation treatment exchanged.
Upper Volta	Franco - Canadian Trade Agreement of 1933 applied to Upper Volta. GATT effective Aug. 5, 1960.	Exchange of most-favoured-nation treatment.
Uruguay	Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional Protocol signed Oct. 19, 1953. GATT effective Dec. 16, 1953.	Most-favoured-nation treatment.

Country	Agreement	Principal Terms
Venezuela	<i>Modus vivendi</i> signed and brought into force Oct. 11, 1950.	Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.
Vietnam	Franco - Canadian Trade Agreement of 1933 applied to Vietnam.	Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.
Yugoslavia	Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom - Serb - Croat - Slovene Treaty of Commerce and Navigation of May 12, 1927; in force Aug. 9, 1928. Yugoslavia has acceded to the GATT provisionally.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.

Appendix "F"

International Commodity Conferences and Agreements

Cocoa

The United Nations Conference of 1963 failed to establish an international agreement. Subsequently the five main cocoa producing areas agreed to establish minimum cocoa prices. However, the problem of burdensome world supplies still exists and a further attempt to negotiate a fully international agreement may be undertaken in 1965.

Coffee

The International Coffee Agreement came into force on January 1, 1964. While no price provisions are written into the Agreement, its objective is to stabilize world coffee prices at a level not below those prevailing in 1962. Canada was represented on the Executive Board which is the governing body of the International Coffee Organization. Although the Agreement is not yet fully implemented many of its provisions were put into force during the year. On October 1, 1964, in keeping with the obligations of the Agreement, Canada placed coffee under import control although under open general licence.

Coniferous Lumber

The European Softwood Conference examines European softwood lumber import requirements and export availabilities with special emphasis on the over-all domestic and import supply positions and the effect these have on the stability of the European lumber market. A Committee meeting was held in Paris during October.

Cotton

The Twenty-Third Plenary Meeting of the International Cotton Advisory Committee was held in Frankfurt, Germany, in May and June. Thirty-eight member countries were represented together with observers from non-member governments and representatives from international organizations.

It was noted that the return to a situation of imbalance between production and consumption of raw cotton in the two years ending July 31, 1964 will result in the addition of around five million bales to the world carry-over. Stocks could well be near the highest level in the post-war period. Most of the world surplus is concentrated in the United States. This surplus is

the result of both higher production and lower consumption. Acreage planted to cotton is still increasing in certain parts of the world outside the United States but the increase in production recently can be attributed mainly to an improvement in average yield.

World cotton consumption is now no higher than in 1959 as cotton continues to meet intense competition from man-made fibres.

The many social and economic implications of the present cotton situation require careful consideration as cotton provides a livelihood for countless millions of people throughout the world. There is vital need to improve living standards of cotton farmers, particularly in the developing countries, by ensuring that cotton prices remain at a level that will offer adequate remuneration and contribute to an increase in national income.

Success in the future lies largely in expanding cotton consumption. Cotton promotion was a matter demanding urgent attention from the International Cotton Advisory Committee. It was felt that there is a need for producers and consumers to formulate a co-operative program of technical and market research with particular emphasis on finding end uses and new outlets for cotton products.

Lead and Zinc

The Eighth Session of the United Nations International Lead and Zinc Study Group was held in Madrid, Spain, during October 1964. Observers were present from the European Economic Community, and the Organization for Economic Co-operation and Development (OECD).

The principal matters considered during the Session included a review of the current situation for lead and zinc, and the outlook for 1965. The Study Group noted that consumption of lead and zinc, which has been increasing steadily in recent years, accelerated during 1964 to reach record levels. Consumption of each metal in 1964 exceeded available supplies, despite substantial releases from the United States non-commercial stockpiles. As a result, producers' stocks reached very low levels, and prices rose sharply during the year.

During the Eighth Session, formal notification was received from Guatemala of its intention to withdraw from the Study Group.

Pulp and Paper

Canada has taken an active part in the affairs of the Special Committee for Pulp and Paper of the OECD since its inception. This Committee serves as a forum for the exchange of ideas between producing and consuming countries with respect to various trade and technical matters relating to pulp and paper. This Committee offers an opportunity to make European countries aware of Canada's supply aspects as well as a place where studies can be initiated which may lead to an eventual rise in consumer demand for pulp and paper products.

One of the main tasks of the Committee during 1964 was in the area of statistics where much valuable work was accomplished. The Committee was able to agree, in principle, during its Plenary Session on a new pulp and paper classification system which represents the achievement of harmonization of statistical classification systems between Europe and North America. It is hoped that in the next year, the new classification system will be presented to the United Nations Statistical Commission for incorporation into the Standard International Trade Classification (SITC) and will eventually be used by all countries of the world.

The Plenary Session of this Committee took place during June. The Statistical Working Party convened in March and November. All meetings were held in Paris.

Rubber

The International Rubber Study Group provides an informal forum where member countries can discuss rubber problems and keep the world situation under continuous review. Canada has been a member since 1947. The Group undertakes studies of the world rubber position with regard to the production and use of natural, synthetic and reclaimed rubber. It also considers how best to deal with any special difficulty which may exist or may be expected to arise and may submit reports and recommendations on these subjects to member governments. There were 26 member countries in the Group in 1964.

The Seventeenth meeting of the Group was held in Tokyo in May, and the six-man Canadian delegation took an active part in the proceedings.

The world supply-demand position for natural and synthetic rubber was examined. It was estimated that in 1964 world consumption and production would be divided almost evenly between the natural and the synthetic material. Consideration was given to methods of improving and amplifying rubber statistics.

The influence of trade barriers on synthetic rubber, on the trend towards synthetic rubber over-capacity and the effect on the natural product of a general elimination of these tariffs was examined. It was generally agreed that the current over-capacity in synthetic rubber was resulting in a gradual decline in the price of both natural and synthetic product. Two Canadian scientists presented a paper on recent developments in synthetic rubber technology and the effect of these developments on the future demand for natural rubber. It was concluded that natural rubber would continue to be used in about the same proportion as in the past.

The next meeting of the Group will take place in Lagos, Nigeria in 1966.

Sugar

The current International Sugar Agreement was extended by a two-year protocol to December 31, 1965. The economic provisions of the Agreement

are inoperative as a result of the failure to reach agreement at the United Nations Review Conference held in 1961. During 1964 a special committee of the International Sugar Council, of which Canada is a member, produced a detailed report on the basic principles upon which a new agreement might be negotiated. Further discussions are scheduled for early in 1965 with the aim of bringing a new agreement into force on the expiry of the protocol.

Timber

The Timber Committee of the Economic Commission for Europe held its annual meeting in Geneva in October. This Committee studies European timber trade supply problems and acts as an agency for the collection and distribution of statistics relating to European trade in lumber and primary wood products. Canada has observer status on the Committee. At this meeting, the Canadian delegate presented a report on the Canadian supply position and prospective export availabilities of primary forest products for Europe.

The Special Committee for Timber of the Organization for Economic Co-operation and Development held its Plenary Session during June in Paris. This Committee is primarily engaged in simplifying and redefining statistics and in the exchange of views with respect to international trade in timber.

Tin

The International Tin Council, the executive body established to administer and to supervise the operations of the Second International Tin Agreement, held four meetings in London during 1964, the Thirteenth to Sixteenth Sessions inclusive. The main subjects discussed by the Council during these plenary sessions included the release of non-commercial stocks of tin by the United States Government, a review of the long-term situation for tin, and the revision of the price levels in force under the Second International Tin Agreement.

During February, a delegation from the Council visited Washington to discuss stockpile releases of tin, and later in the year, further consultations on this subject were held in London. At the Sixteenth Session of the Council in November, following detailed consideration of the long-term situation for tin, a resolution was passed expressing concern at the continuing shortage of tin production, and called upon all member governments to take under active consideration additional measures likely to promote a higher level of production.

During the same Session, it was decided to revise the price levels then in effect under the Second Tin Agreement. A previous upward revision became effective December 5, 1963. The buffer stock was inactive throughout the year, due to the high price of tin and the exhaustion of the buffer stock metal holdings during October, 1963. At year end, the price of tin remained slightly above the ceiling adopted under the new price range.

During 1964, the Tin Council requested the Secretary General of the United Nations to convene a conference in the spring of 1965 to negotiate a Third International Tin Agreement. This Agreement would enter into force upon the termination of the present Agreement in 1966.

Tungsten

The Third Session of the United Nations *Ad Hoc* Committee on Tungsten was held in New York in March 1964. During this Session, the market situation for tungsten was reviewed on the basis of a report presented by the Technical Working Group of the Committee. It was agreed that considerable importance should be attached to continuing efforts to obtain comprehensive, uniform and timely statistics on tungsten, and approval was given to the further recommendations of the Technical Working Group in this regard. It was also agreed to replace the Technical Working Group with an expanded Working Group to ensure a balanced representation of producer and consumer interests in carrying out this activity.

The *Ad Hoc* Committee also noted that, in certain countries, the level and structure of tariffs impeded the flow of international trade. The Committee appealed to these major consuming countries to undertake appropriate measures to reduce or eliminate these obstacles to trade.

Tungsten ore prices rose sharply during 1964.

Wool

The Eighth Session of the International Wool Study Group was held in London in December. Thirty-one member countries were represented and observers from international organizations were in attendance.

The Study Group reviewed the world wool situation since the Seventh Session of the Group in 1962 and summarized the major changes as follows:

1. Raw wool production continues to grow at the rate of about 1 per cent per year. World demand since the Seventh Session in 1962 has been such that there has been no difficulty in absorbing the additional output. Preliminary statistics indicate that total consumption of wool fibres in 1964 will be somewhat less than in 1963.
2. With only occasional periods of hesitancy, wool prices rose progressively from September 1962 to March 1964 but thereafter a sharp turn occurred.
3. In international trade the relatively slow rate of increase in wool production is reflected in the raw wool export figures which have shown no great change over the past three years.

The Study Group discussed a number of general points arising from the statements submitted by member countries and from a review of the world wool situation. The Group was informed by the United States of its concern over the serious impact of wool textile imports on its domestic industry and the United States Government's determination to seek a solution

to this problem by appropriate means. The Group also noted the view of producing countries that the existence of tariffs on raw wool may have adverse effects on wool prices and consumption.

International Commodity Conferences, Study Groups and Committees in which the Department Participated

Atomic Energy	Third International Conference on the Peaceful Uses of Atomic Energy	Aug.-Sept.	Geneva
Coffee	Executive Board of the International Coffee Organization	April	London
	Executive Board of the International Coffee Organization	June	London
	International Coffee Council	July	London
	Executive Board of the International Coffee Organization	September	London
	Executive Board of the International Coffee Organization	November	London
Cotton	International Cotton Advisory Committee	May-June	Frankfurt
Coniferous Lumber	Conference of the European Coniferous Lumber Industry	October	Paris
Food and Agriculture Organization	International Whaling Commission	July	London
	Economic Commission for Europe Committee on Agricultural Problems	December	Geneva
	First International Congress of Food and Agricultural Industries of Tropical and Sub-tropical zones	December	Abidjan
General	North Eastern Electronics Research Conference	November	Boston
Grain	International Wheat Council	June	London
	International Wheat Council	November	London
Lead and Zinc	International Lead and Zinc Study Group Eighth Session	October	Madrid
OECD Meetings	Special Committee for Non-Ferrous Metals Fourth Session	April	Paris
	Fifth Session	November	Paris
	Special Committee for Iron and Steel Fifth Session	March	Paris
	Sixth Session	October	Paris
	Special Committee for Timber	June	Paris
	Special Committee for Pulp and Paper	June	Paris
	Statistical Working Party	March	Paris
	Statistical Working Party	November	Paris
Rubber	International Rubber Study Group Seventeenth Meeting	May	Tokyo
	Seventy-fifth Management Committee Meeting	February	London
	Seventy-seventh Management Committee Meeting	Nov.-Dec.	London

Sugar	International Sugar Council	January	London
	Preparatory Committee of International Sugar Council	March	London
	International Sugar Council	June	London
	International Sugar Council	November	London
	International Sugar Council	April	London
Timber	Timber Committee, annual meeting		
	Economic Commission for Europe	October	Geneva
Tin	International Tin Council		
	Thirteenth Meeting	January	London
	Fourteenth Meeting	March	London
	Fifteenth Meeting	July	London
	Sixteenth Meeting	November	London
Tungsten	United Nations Interim Co-ordinating Committee on International Commodity Arrangements		
	<i>Ad Hoc</i> Committee on Tungsten Third Session	March	New York
Wool	International Wool Study Group	December	London

Appendix "G"

Projects of the Canadian Government Exhibition Commission 1964 Part I — Projects Abroad Sponsored by the Department of Trade and Commerce

1. *United States Regional Lumber Shows*

Three 8 by 10 feet portable lumber displays were produced and shown at the following:

- (a) Northwestern Lumbermen's Association, Minneapolis, January 16-19
- (b) Northeastern Retail Lumbermen's Association, New York, January 18-20
- (c) Southwestern Lumbermen's Association, Kansas City, January 23-25
- (d) Illinois Lumber and Material Dealers' Association, Chicago, February 2-6
- (e) Carolina Lumber and Building Supply Association, Greenville, S.C., February 4-6
- (f) Michigan Retail Lumber Dealers' Association, Grand Rapids, February 4-6
- (g) Wisconsin Retail Lumbermen's Association, Milwaukee, February 18-20
- (h) Ohio Association of Retail Lumber Dealers, Cleveland, February 18-20
- (i) New England Home Show, Boston, March 4-10
- (j) Iowa Retail Lumbermen's Association, Des Moines, March 11-12
- (k) Mid-South Building Material Convention, Memphis, Tenn., March 11-13
- (l) Lumbermen's Association of Texas, San Antonio, April 11-13

2. *World Cheese Show*

Japan

A 6 by 3 foot glass case displaying cheese was shown at the following locations:

- (a) Tokyo — January 21-26
- (b) Nagoya — February 4-9
- (c) Kobe — February 18-23
- (d) Hiroshima — March 3-8
- (e) Fukuoka — March 17-22
- (f) Sendai — April 7-12
- (g) Sapporo — April 21-26

3. *Lamp and Fixture Mission*

Britain

A display of lamps and fixtures was produced at the following:

- (a) Macdonald House, London, January 27-29
 - (b) Adelphi Hotel, Liverpool, February 3-5
 - (c) McLellan Galleries, Glasgow, February 10-12
- Firms participating: 5

4. *California Gift Show*

Los Angeles, California

January 19-24

Firms participating: 11

Products: Canadian giftware and handicraft items

Attendance: 9,520*

Space: 4 hotel rooms

5. *Canadian Toy Fair*

Macdonald House, London

February 9-15

Firms participating: 22

Products: various toys, games, etc.

Attendance: 250*

Space: Macdonald House
Display Area

17. *47th International Swedish Trade Fair*
Gothenburg, Sweden
May 15-24
A trade information booth
Attendance: 155,079
Space: 581 sq. ft.

18. *Paris International Trade Fair*
Paris, France
May 16-20
A trade information booth
Attendance: 3,700,000
Space: 538 sq. ft.

19. *National Office Products Exposition*
Coliseum, New York
May 21-24
Firms participating: 10
Products: office equipment, supplies and furniture
Attendance: 6,785*
Space: 2,098 sq. ft.

20. *Barcelona Samples Fair*
Barcelona, Spain
June 1-15
A trade information booth
Attendance: 500,000
Space: 677 sq. ft.

21. *Tel Aviv International Trade Fair*
Tel Aviv, Israel
June 16 - July 7
A trade information booth
Attendance: 575,000
Space: 1,075 sq. ft.
(including aisles)

22. *Pacific Fine Foods Exhibition*
Biltmore Hotel, Los Angeles
July 19-22
Firms participating: 12
Products: specialty Canadian foods
Attendance: 262*
Space: 525 sq. ft.

23. *Western Electronics Show and Convention*
Holly Park, Los Angeles
August 25-28
Firms participating: 13
Products: electronics products and technical services, especially for United States defence production
Attendance: 42,000*
Space: 1,760 sq. ft.

24. *Britain's Food Fair*
Olympia, London
September 1-16
Firms participating: 32
Products: specialty Canadian foodstuffs
Attendance: 206,038
Space: 6,000 sq. ft.

25. *Semaine Internationale du Cuir*
Paris, France
September 10-15
Firms participating: 6
Products: a composite group of finished leather products and company display of hides
Attendance: 70,000 public
50,000*
Space: 538 sq. ft.

26. *8th National Convention on Military Electronics (Mil-E-Con 8)*
Shoreham Hotel, Washington, D.C.
September 14-16
1,500 visitors for technical discussions, many of whom visited the exhibit
Firms participating: 9
Products: military electronic equipment and components
Attendance: 4,200*
Space: 1,600 sq. ft.

27. *Marine Trades Exhibit and Conference*
McCormick Place, Chicago
September 17-20
Firms participating: 10
Products: sail and power craft of all pleasure and utility types, canoes and boating accessories
Attendance: 22,366*
Space: 6,020 sq. ft.

28. *Helsinki International Trade Fair*
Helsinki, Finland Attendance: 295,510
 September 17-27 Space: 1,021 sq. ft.
 A trade information booth
29. *Modern Homes Exhibition*
Kelvin Hall, Glasgow Attendance: 280,741
 October 7-24 Space: 1,800 sq. ft.
 Firms participating: 6
 Products: timber frame construction for homes and household fixtures, appliances, etc.
30. *Salon Technique International de L'Équipement Hôtelier*
Paris, France Attendance: 131,000
 October 8-19 Space: 1,720 sq. ft.
 Firms participating: 8
 Products: commercial refrigeration, cooking, kitchen, food handling, cleaning and laundering equipment for hotels and institutions
31. *Canadian Demonstration Homes*
Britain
 October
 Three identical duplexes were built in Britain during 1964 at London, Liverpool and Edinburgh. One half of each was finished, the other half was left unfinished to display Canadian technique in building.
 Administrative service was provided in the acquisition, shipping and storage, etc., of building materials. The Commission also produced and installed graphic promotional material in the three homes.
32. *International Sporting Goods Show (Spoga)*
Cologne, Germany Attendance: 11,200*
 November 1-3 Space: 2,150 sq. ft.
 Firms participating: 18
 Products: camping equipment, outdoor furniture and sporting goods
33. *17th Annual Western Market*
Ambassador Hotel, Los Angeles Attendance: 3,340*
 October 31 - November 2 Space: 600 sq. ft.
 Firms participating: 4
 Products: a range of Canadian-made sporting equipment
34. *49th Hotel-Motel Exposition*
Coliseum, New York Attendance: 61,000*
 November 9-12 Space: 3,600 sq. ft.
 Firms participating: 16
 Products: varied range of Canadian-manufactured hotel and motel equipment
35. *National Lumber and Building Material Dealers' Association*
Dallas, Texas Attendance: 4,238*
 November 18-20 Space: 600 sq. ft.
 Products: a two-storey structure illustrated the use of Canadian lumber, plywood and wood products
36. *National Association of Home Builders*
21st Annual Convention and Exposition Attendance: 32,000
McCormick Place, Chicago Space: 600 sq. ft.
 December 6-10
 Products: a display prepared for the National Lumber and Building Material Dealers' Association was also used at this exposition

* NOTE: Show not open to public, figures indicate buyers and/or people in the trade.

Part II — Projects for other Departments of the Federal Government and Crown Corporations

1. *Thirteenth Triennale di Milano*
Milan, Italy
June 10 - September 27
For: Department of Industry
The theme in the outside area was "Leisure Time" and was illustrated by a full-scale summer cottage and products allied to summer vacationing. The inside area contained products and graphics illustrating the four seasons
Space: 7,525 sq. ft. outside
538 sq. ft. inside
2. *Poznan International Trade Fair*
Poznan, Poland
June 7-21
For: Department of External Affairs
The theme was "Wood—From Tree to Finished Product". Material was supplied by 35 companies
Attendance: 450,000
Space: 3,776 sq. ft.
3. *Fifth Bogota International Trade Fair*
Bogota, Colombia
August 28 - September 13
For: Department of External Affairs
The travelling informational exhibit produced for use in South America was shown
Space: 2,607 sq. ft.
4. *Third UN Conference on Atomic Energy*
Geneva, Switzerland
August 31 - September 9
For: Atomic Energy of Canada Limited
The exhibit depicted instruments, models and techniques in the peaceful uses of atomic energy in Canada
Space: 4,000 sq. ft.
5. *German Industries Fair*
Berlin, Germany
September 19 - October 4
For: Department of External Affairs
The theme was centred on travel, tourism and handicrafts. The work of 81 individual artisans was shown and appropriate films were shown in the pavilion cinema
Attendance: 424,500
Space: 1,613 sq. ft.
6. *Twenty-second International Geological Congress*
New Delhi, India
December 14-22
For: Department of Mines and Technical Surveys
Technical exhibit illustrating Canadian contribution to current geological research
Space: 120 sq. ft.
7. *Colombo Plan Consultative Committee*
London
November 9-20
For: Department of External Affairs
A display was produced depicting Canadian aid under the Colombo plan.
Space: 116 sq. ft.

Part III—Domestic Projects

The service rendered to departments and agencies involved in domestic exhibition activities is too varied to report in detail. It included 127 exhibits or displays. Following are some of the larger and more significant projects:

Department of National Defence

1. Armed Forces Exhibit
Canadian National Exhibition, Toronto
August 20 - September 6
Over-all area — 100,892 sq. ft.
Attendance: 3,000,000
Indoor area — 7,000 sq. ft.
2. A distinctive display was produced for the opening of the Confederation Building, Charlottetown, P.E.I.

Central Mortgage and Housing Corporation

A display entitled "Family Years" was produced for use at the Canadian Conference on The Family held at Carleton University

Department of Industry — National Design Branch

1. The Exhibition Commission was responsible for carrying out the installation and alteration of basic display structures in the new Design Centre opened in Toronto, January 15, 1964, and for the design, production and installation of seven feature displays installed during the year. The total service rendered to the National Design Branch involved 22 displays
2. An information display was produced for the Information Division of this department and was shown at four exhibitions

Department of Public Printing and Stationery

Premises in Ottawa, Toronto, Winnipeg and Vancouver were converted into Queen's Printer's Bookshops and a sales area was created in the National Gallery

Department of Justice — Canadian Penitentiary Service

A 20-foot display on the subject of Penitentiaries — Past, Present and Future was prepared for this Department

Department of National Health and Welfare

Approximately 40 existing displays were refurbished, warehoused and shipped to various locations

Department of Mines and Technical Surveys — Marine Sciences Branch

A display entitled "Charting Inland Waterways" was prepared for the Toronto Boat Show

Department of Trade and Commerce

A 400-square-foot display was prepared for the British Columbia International Trade Fair

Post Office Department

A new display was produced for this Department's permanent participation in Seagram Towers, Niagara Falls

Forestry Department

A display dealing with forest conservation was produced for the Calgary Exhibition and Stampede

National Research Council—Low-speed Aerodynamics Laboratory

Reception and exhibit area installed depicting experiments and other work being performed by the Aerodynamics Laboratory

External Affairs

A display on Canada's educational system was prepared for use at the third Commonwealth Educational Conference held in the West Block on August 21 to September 4, 1964. The Exhibition Commission also arranged the total area for the conference

Department of Agriculture

A 40 by 50 by 8 foot display on the subject of dairy farming was produced for the Royal Winter Fair, Toronto

Appendix "H"

Canadian Trade Missions, 1964 Outgoing Missions

Lamp and Fixture to Britain — January 24 to February 14, 1964

London, Liverpool and Glasgow

Six Canadian manufacturers participated in this Mission and displayed their lamps for one week at each of the three cities. Trial orders obtained by this group were in excess of \$50,000.

The Mission, in its report indicated that there was a substantial British market open to development by the Canadian lamp and fixture industry.

Textile Fabrics to Europe — February 1 to 22, 1964

Norway, Sweden, Finland, Denmark, Germany and Belgium

Eight senior executives represented firms who are members of the Canadian Textile Institute and included two woollen manufacturers, two cotton firms as well as three producers of different kinds of synthetic fibre material.

The Mission was able to confirm the reports by the trade commissioners located in each of these countries that there exists a large potential market for Canadian textile fabrics.

Consulting Engineering to Southeast Asia — February 2 to 24, 1964

Malaysia, Thailand and Taiwan

This was the first of three small reconnaissance missions which were unescorted, but were arranged by the Department and had a program of appointments prepared by the trade commissioner in each of the areas visited.

The object was that each of the groups would report as a team on the opportunities for Canadian engineering programs in each of the areas visited.

Consulting Engineering to West Africa — February 2 to 21, 1964

Nigeria, Ghana and Sierra Leone

This was a similar group with the same objectives as that of the Mission to Southeast Asia.

Consulting Engineering to Central America — February 14 to March 4, 1964

Guatemala, Honduras, El Salvador, Nicaragua and Costa Rica

This was a similar group with the same objectives as that of the Mission to Southeast Asia.

Canadian Travel Promotion to Europe — February 22 to March 15, 1964

Britain, France and Germany

Fifteen members went on this Mission, which included representatives of the Canadian Tourist Association, Canadian transportation companies as well as representatives of Canadian travel agents and two members of the Canadian Government Travel Bureau. The prime objective of this Mission was to acquaint the members of the Mission more fully with the opportunities and needs of the travel market in these three countries. A second objective was to acquaint the European travel industry with what Canada and the Canadian industry has to offer.

Appliances and Housewares to Europe — February 27 to March 7, 1964

Vienna and Brussels

This Mission, with eight members plus an escorting Trade and Commerce officer was combined with Canadian exhibits at the Cologne Hardware Fair and the

Utrecht Spring Fair and utilized the time between these two fairs to further sales of Canadian manufactured appliances, housewares and heating equipment throughout Western Europe.

The Mission also made a report on the market prospects in Europe for the products represented by the ten participating Canadian companies in these two major European fairs.

Fish and Food Plant Equipment to Latin America — February 28 to March 23, 1964

Mexico, Ecuador, Peru, and Chile

Five members of the industry together with a member of the Department of Trade and Commerce, and representing the Fish and Food Consortium formed October, 1963 undertook this Mission as a reconnaissance on the study of the potential for Canadian engineering services and equipment for fish canning, freezing and reduction plants in Latin America.

Pharmaceuticals to the Middle East — February 28 to March 24, 1964

Athens, Beirut, Damascus, Baghdad and Kuwait

Six members of the pharmaceutical and drug industry together with an escorting officer of the Department of Trade and Commerce set out to gather additional information on the market conditions in the above countries.

The Mission had a twofold purpose, the first to stimulate Canadian sales of pharmaceuticals and related products and the second to acquaint buyers with a wide range of medical products available from Canada.

Fisheries Reconnaissance to Japan — March 23 to April 11, 1964

This three-man Mission examined the methods and management of the Japanese fishing industry.

This reconnaissance Mission followed through on some of the needs expressed at the Federal-Provincial Conference on Fisheries Development in January, 1964.

Oilseeds to Japan — April 17 to May 3, 1964

Tokyo, Kyushu, Osaka and Hiratsuka

Seven top executives of Canadian grain companies and pools, a representative of the Prairie Regional Laboratories of the National Research Council and a member of the Department of Trade and Commerce explored existing opportunities for current and long-term sales of Canadian oilseeds to Japan.

They visited Japanese oilseeds importers, processing plants, associations and research establishments.

Air Industries to Australia, New Zealand and Japan — April 18 to May 17, 1964

Eight top-level executives of Canada's air industries and representatives from the RCAF, the Department of Defence Production and the Department of Trade and Commerce took part in this Mission.

The Mission's primary objective was to assist the Canadian aircraft manufacturing industries to increase their long-term sales of civil and military aircraft and aeronautical equipment in the three countries visited.

Canadian Factory-Built Housing to Western Europe — May 22 to June 12, 1964

Spain, France, Germany and Britain

Twelve members from the Canadian housing industry toured Western Europe in order to make known abroad the wide variety of factory-built houses readily available in Canada.

The Mission members looked into such matters as design, style, financing, local building codes and other special housing requirements in the countries visited.

Fisheries Reconnaissance to Iceland, Norway and Denmark — September 12 to October 2, 1964

Five members visited Scandinavia to provide the Canadian fishing industry and provincial governments with up-to-date information on all phases of the fishing industries of the three countries concerned.

Food to the Caribbean — October 17 to November 7, 1964

Bermuda, The Bahamas, Jamaica, Trinidad and Barbados

Eleven members of the Canadian food processing and packaging industry, accompanied by two members of the Department of Trade and Commerce toured the Caribbean area to assess the market potential for Canadian food products in this area; the main objective of this Mission was to increase Canada's export of food products.

Incoming Missions

Dairy Cattle from France — May 16 to May 25, 1964

Three members from France toured Ontario farms, visited Holstein-Friesian herds, the Ontario Agricultural College and the Ontario Veterinary College at Guelph. Before returning to France the delegation visited Ottawa for discussions with officials of the Department.

Seed Potato from Uruguay — August 30 to September 5, 1964

Dr. J. E. De Urtubey, Director, Direction de Abastecimientos Agropecuarios, visited Canada for the purpose of becoming acquainted with our Maritimes potato industry and discussing certain difficulties we had been experiencing in this trade with Uruguay.

Potatoes are the largest single item exported by Canada to Uruguay.

Seed Potato from Italy — September 10 to September 20, 1964

Three seed potato experts from Italy made a week long tour of the important seed potato industries in New Brunswick and Prince Edward Island to study at first hand the production, inspection, certification, grading and handling of Canadian seed potatoes.

Canada has secured Italian acceptance of its potato certification system and considerable quantities of Canadian seed potatoes were purchased by Italy in the last three years.

Seed Potato from Venezuela — September 13 to September 20, 1964

Dr. Juan Carmona, Chief, Plant Production Division, Ministry of Agriculture, Venezuela accompanied the members of the Seed Potato Mission from Italy on their tour of the Maritimes.

Venezuela has been a long-time and important market for Canadian certified seed potatoes and it was felt that Dr. Carmona's visit would do much to maintain this interest and acquaint him with all aspects of the production and preparation of potatoes for shipment to Venezuela.

Telecommunications Officials from Iran — September 20 to September 27, 1964

Two government officials from Iran visited Canada at the invitation of the Minister of Trade and Commerce.

Discussions were arranged between the Iranian visitors and Canadian government officials including experts in the telecommunications field. They toured industry and visited plants in the Ottawa, Brockville, Montreal and Toronto areas.

Two Government Officials from India — September 20 to October 5, 1964

Two top-level officials of the State Trading Corporation toured Canada at the invitation of the Minister to acquaint themselves with Canadian metals, minerals, chemicals, pulp and paper, heavy process equipment and engineering services available for export to India.

The State Trading Corporation is the Indian government's central purchasing agency for a number of bulk commodities and the selling organization for certain Indian products.

Sulphur Study Mission from Japan — September 25 to October 2, 1964

The eight-member group comprised an official of the Japanese Government, representatives of several industry associations and chemical manufacturers and the chairman of a government advisory committee on sulphur.

The Mission visited sulphur bulk-loading facilities in Vancouver, sulphur plants in Southern Alberta and a sulphuric acid plant near Edmonton.

Home Builders Mission from Britain — October 15 to October 31, 1964

A twenty-six member delegation of home builders from Britain toured Vancouver, Calgary, Toronto and Ottawa. One of the primary purposes of the Mission was to study Canada's timber frame construction methods and their application to a wide variety of dwelling designs.

Canadian builders were also given an opportunity to discuss with British builders possible ways of participating in Britain's accelerated housing program.

Livestock from Chile — November 4 to November 20, 1964

Three members from Chile visited various ranches and met with officials of cattle associations.

They also visited the Royal Winter Fair in Toronto.

Livestock from Venezuela — November 15 to November 21, 1964

Two members from Venezuela visited the Royal Winter Fair, Toronto, and farms in Ontario, and attended a series of important Holstein sales.

Appendix "I"

Statements of Departmental Expenditure and Revenue

1. Statement of Expenditure for the Fiscal Years 1962-63 and 1963-64

ORDINARY		
	1963-64	1962-63
Minister's Salary and Motor Car Allowance	\$ 17,047	\$ 17,000
General Administration		
Departmental Administration	4,064,979	4,454,090
Trade Commissioner Service		
Administration and Operation	6,129,220	5,534,217
Construction or Acquisition of Buildings, Land, Equipment and Furnishings	199,025	46,020
Exhibitions		
Exhibitions Branch	1,439,328	1,372,427
Canadian Government Travel Bureau	3,868,359	3,341,428
Standards Branch	3,041,434	2,931,664
Dominion Bureau of Statistics		
Continuing Establishment	11,393,473	10,793,115
Expenses in connection with the 1958 Survey of Farm Income and Expenditure	20,854	22,054
Expenses in connection with the 1961 Decennial Census of Canada	884,742	1,067,371
Canadian Participation in the Universal and International Exhibition, Montreal, 1967	156,222	—
TOTAL	<u>\$31,214,683</u>	<u>\$29,579,386</u>
SPECIAL		
	1963-64	1962-63
Canadian Corporation for the 1967 World Exhibition	\$ 1,147,500	\$ 300,000
Canadian Wheat Board		
Payment of carrying costs of Temporary Wheat Reserves	39,588,168	35,256,382
Payments in connection with Prairie Grain Advance Payments Act	864,398	478,375
Payments in connection with Prairie Grain Provisional Payments Act	145	347
Pensions and other Benefits to Former Locally-Engaged Employees of Offices Abroad	1,824	3,733
Gratuities to Families of Deceased Employees	1,645	—
TOTAL	<u>\$41,603,680</u>	<u>\$36,038,837</u>
	<u>\$72,818,363</u>	<u>\$65,618,223</u>

2. Statement of Revenue for the Fiscal Years 1962-63 and 1963-64

	1963-64	1962-63
Weights and Measures Inspection Services	\$ 1,117,207	\$ 1,080,799
Electricity and Gas Inspection Services	1,056,303	1,012,161
Eldorado Mining and Refining Limited		
Dividends on Shares	2,000,034	3,000,000
Refund of Previous Year's Expenditure	25,868	1,230,201
Northern Ontario Pipeline Crown Corporation		
Interest on Loans	1,582,864	4,086,613
Export Credits Insurance Corporation		
Interest on Loans	1,061,310	578,457
Excess of Premiums over amount required to meet expenses and overhead arising out of insurance contracts entered into under Section 21 of the Export Credits Insurance Act	489,723	560,796
Miscellaneous	138,363	143,445
TOTAL	<u>\$ 7,471,672</u>	<u>\$11,692,472</u>

Appendix "J"

Distribution of Departmental Staff

as of December 31, 1964

	<i>1963</i>	<i>1964</i>
Administration Branch	183	205
Agriculture and Fisheries Branch	26	28
Canadian Government Exhibition Commission ..	119	150
Canadian Government Travel Bureau	109	137
* Commodities Branch	64	0
Economics Branch	40	39
Industrial Materials Branch	0	36
Manufacturing Industries and		
Engineering Branch	0	46
Office of Trade Relations	53	58
Standards Branch	440	459
Trade Commissioner Service	608	653
Trade Fairs and Missions Branch	15	16
Trade Publicity Branch	36	32
Trade Services Branch	50	58
	<hr/> 1,743	<hr/> 1,917
In addition to the above:		
Dominion Bureau of Statistics	2,203	2,155
	<hr/> 3,946	<hr/> 4,072

* Reorganized to form the Industrial Materials Branch and the Manufacturing Industries and Engineering Branch.

Appendix "K"

Legislation Administered by the Department of Trade and Commerce

1. Legislation for which the Department is administratively responsible:

Department of Trade and Commerce Act
Electricity Inspection Act
Export Act
Export and Import Permits Act
Gas Inspection Act
National Trade Mark and True Labelling Act
Precious Metals Marking Act
Weights and Measures Act

2. Other Legislation, reported to Parliament through the Minister of Trade and Commerce:

Canadian Wheat Board Act
Prairie Grain Advance Payments Act
Temporary Wheat Reserves Act
Canadian World Exhibition Corporation Act
Corporations and Labour Unions Returns Act
Export Credits Insurance Act
National Energy Board Act
Northern Ontario Pipe Line Crown Corporation Act
Statistics Act

Appendix "L"

Directory of Boards, Crown Corporations and Agencies

Reporting to Parliament through the
Minister of Trade and Commerce

Canadian Wheat Board

423 Main Street, Winnipeg 2, Manitoba
Chief Commissioner, W. C. McNamara

Dominion Bureau of Statistics

Tunney's Pasture, Holland Avenue, Ottawa, Ontario
Dominion Statistician, W. E. Duffett

Eldorado Aviation Limited

Hangar No. 11, Municipal Airport, Edmonton, Alberta
President, A. B. Caywood

Eldorado Mining and Refining Company Limited

Kent Building, 150 Kent Street, Ottawa, Ontario
President, W. M. Gilchrist

Export Credits Insurance Corporation

Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario
President and General Manager, H. T. Aitken

National Energy Board

Colonel By Towers, 969 Bronson Avenue, Ottawa, Ontario
Chairman, Ian N. McKinnon

Northern Transportation Company Limited

Kent Building, 150 Kent Street, Ottawa, Ontario
President, W. M. Gilchrist

The activities of these organizations are described in their respective annual reports.

Appendix "M"

Export Credits Insurance Corporation

The Corporation, a crown company whose chairman is the Deputy Minister of Trade and Commerce, issues its own annual report which is presented to Parliament by the Minister of Trade and Commerce. Thus, while not a part of the Department, the following summary of the Corporation's functions are given here because, in the field of trade promotion, they are closely related to those of the Department.

The Corporation operates in two main fields: export credits *insurance* and long-term export *financing*.

Export Credits Insurance

The Corporation provides insurance at an appropriate premium to Canadian exporters of consumer goods, capital goods, and engineering, construction, technical, or similar services, to protect them against non-payment by foreign buyers because of credit and political risks involved in foreign trade. Policies for account of the Corporation are issued under Section 14 of the Export Credits Insurance Act, which authorizes a maximum liability of \$200 million.

Section 21 of the Act provides that the Governor in Council may authorize the Corporation to enter into a contract of insurance where the Board of Directors of the Corporation is of opinion that the proposed contract of insurance would impose upon the Corporation a liability for a term or in an amount in excess of that which the Corporation would normally undertake in relation to any one contract, exporter, commodity, or country, and in the opinion of the Minister it is in the national interest that the proposed contract be entered into. Policies issued under Section 21, which authorizes a maximum liability of \$600 million, are at the risk of the Consolidated Revenue Fund.

Long-Term Export Financing

Under Section 21A of the Act the Corporation may, with the authority of the Governor in Council, provide long-term financing up to a total of \$400 million for export sales of capital goods.

The guiding rules that determine the eligibility of transactions for long-term financing are that the extended credit terms (beyond five years) are clearly necessary and justifiable; that the transaction gives promise of continuing export trade; that the Canadian content is not less than 80 per cent;

that the transaction gives rise to significant employment and industrial benefits in Canada; that the export transaction is substantial in value; and that the foreign buyer and country of purchase have a satisfactory credit standing.

A detailed analysis by countries of actual risks underwritten by the Export Credits Insurance Corporation during 1964 and financing agreements signed under Section 21A of the Export Credits Insurance Act, as of December 31, 1964, will be found in the 1964 Annual Report of the Export Credits Insurance Corporation.



ANNUAL REPORT 1965

DEPARTMENT OF TRADE AND COMMERCE





Seventy-Fourth

ANNUAL REPORT

Department of Trade and Commerce

1965

The Honourable Robert H. Winters, *Minister*

J. H. Warren, *Deputy Minister*

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OTTAWA, May, 1966

The Honourable Robert H. Winters,
Minister of Trade and Commerce,
Ottawa, Canada.

Sir:

I have the honour to submit the Seventy-Fourth Annual Report of the Department of Trade and Commerce, which covers the operations and services rendered during the calendar year 1965.

Your obedient servant,

J. H. WARREN,
Deputy Minister.

OTTAWA, May, 1966

To His Excellency General Georges P. Vanier, P.C.,
D.S.O., M.C., C.D.,
Governor General of Canada.

May it please Your Excellency:

I have the honour to submit to Your Excellency the Seventy-Fourth Annual Report of the Department of Trade and Commerce covering the calendar year 1965.

A summary of the operations and services rendered by this Department, under their respective headings, is laid before Your Excellency.

Respectfully submitted,

ROBERT H. WINTERS,
Minister of Trade and Commerce.

TABLE OF CONTENTS

	Page
Introduction	ix
Function and Organization	1
Summary Report on Canada's Trade	6
International Trade Developments	7
Export Promotion by Industry Sectors	14
Agriculture	15
Fisheries	18
Resource Materials	19
Manufactured Products and Services	21
Special Programs and Activities	25
Export and Import Trade Controls	25
Transportation	25
Standards of Measurement	27
Financing and Aid	28
Trade Fairs	29
Trade Missions	30
Tourism	31
Export Education	33
Federal-Provincial Co-operation	36
Co-operation with the Centennial Commission and Expo '67	37

APPENDICES

	Page
A. Head Office Directory	40
B. Regional Offices	45
C. Standards Branch Offices	46
D. Location of Trade Commissioner Posts	50
E. Location of Canadian Government Travel Bureau Offices Abroad	61
F. Tariff Arrangements in Force, December 31, 1965	64
G. International Meetings	78
H. Trade and Industry Association Meetings	80
I. Projects of the Canadian Government Exhibition Commission	85
J. Canadian Trade Missions	93
K. Publications Produced by the Trade Publicity Branch	97
L. Statement of Departmental Expenditure and Revenue	100
M. Distribution of Departmental Staff	101
N. Legislation Administered by the Department	102
O. Boards, Crown Corporations and Agencies	103
P. Export Credits Insurance Corporation	104

INTRODUCTION

The Department of Trade and Commerce was established by Act of Parliament in 1887, although the Act was not brought into effect until 1892.

Speaking in debate on the Bill to create a Department of Trade and Commerce, Prime Minister Sir John A. Macdonald explained that "the rapidly and largely increasing trade of Canada has made it necessary, or at all events expedient, to appoint a Minister whose time and attention and energy should be applied to the important object of developing and maintaining everything connected with our trade and commerce, whether it be home or foreign trade."

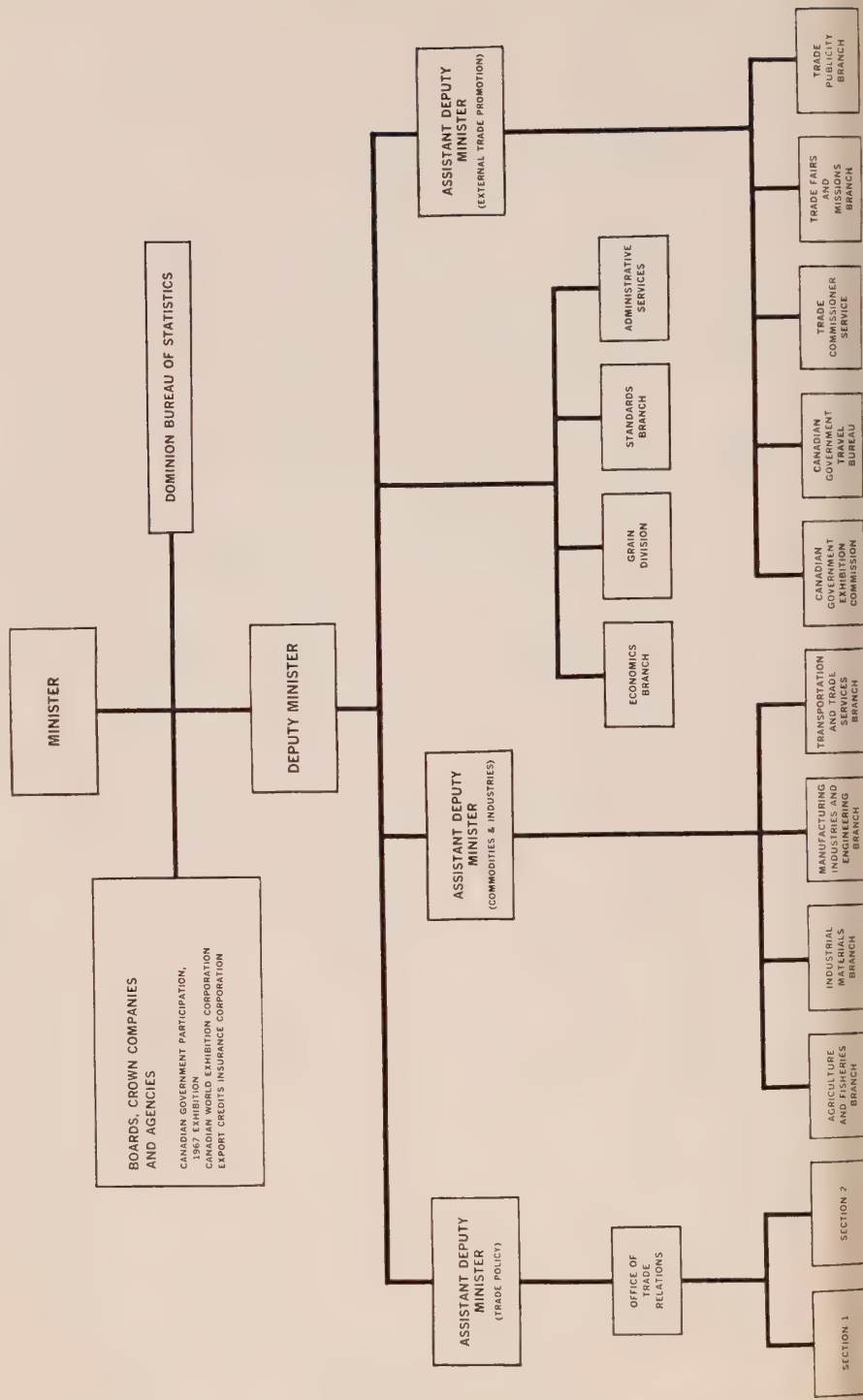
The name of the new Department was chosen deliberately, the Prime Minister said, because it indicated what the new Minister was to do. "He is to attend to everything connected with trade, foreign or domestic. He is to attend to everything connected with commerce in its widest signification as having a wider scope than the word trade."

The Department took over the direction of the work of seven Honorary Commercial Agents previously appointed by the Government. These officers became the first members of what was to become the Canadian Government Trade Commissioner Service.

During the early years, the Department's duties involved control and supervision of Customs and of Internal Revenue, the administration of the provisions of the Chinese Immigration Act and the direction of the Canadian Government Motion Picture Bureau, in addition to matters more directly concerned with trade such as the administration of steamship and mail subsidies and all Acts relating to the regulation of trade.

Over time, the Department's work in trade and commerce has become predominant in the export field, although it continues to perform certain functions in the area of domestic commerce and is also responsible for travel promotion.

DEPARTMENT OF TRADE AND COMMERCE ORGANIZATION CHART



FUNCTION AND ORGANIZATION

The Department of Trade and Commerce is charged with promoting Canada's export trade, increasing its tourist income and, in the domestic commerce field, maintaining prescribed statutory standards.

Export Promotion

To carry out its export promotion duties, the Department is organized into three main services: trade policy, commodities and industries, and external trade promotion, each headed by an Assistant Deputy Minister. The Trade Policy Service works to obtain for Canadian exports the best possible terms of access to foreign markets. The Commodities and Industries Service works closely with Canadian producers, manufacturers and other businessmen, studies their export potentials in terms of foreign demand and encourages them to find customers abroad. The External Trade Promotion Service is distinctively engaged in the departmental activities that are external to Canada.

The Trade Policy Service encompasses the Office of Trade Relations which has departmental responsibility for Canada's trade and tariff relations with trading partners throughout the world. This includes both safeguarding established trading relationships and developing policy recommendations for the further expansion and diversification of Canada's international commercial relations. It includes five Area Divisions—Asia and the Middle East; the Commonwealth; Europe; Latin America; and the United States—staffed by officers knowledgeable about trading conditions in the main geographical areas with which Canada trades. Four other Divisions are organized on a subject basis—the Commodity Trade Policies Division specializing in the field of international commodity arrangements and agreements and agricultural aspects of Canadian trade policy; the Financing and Aid Division relating to departmental interest in export financing and Canadian aid programs; the General Relations Division concerned with the overall trade and commercial policy field, including the Kennedy Round of trade and tariff negotiations; and the International Organizations Division covering Canada's participation in the GATT, OECD, the United Nations Conference on Trade and Development, and NATO.

In addition to the trade policy role, the Office of Trade Relations has major service responsibilities through the provision of expert information, advice and assistance to Canadian exporters on their

access to foreign markets including problems of access arising out of tariffs, import and exchange controls, documentation requirements and other foreign governmental regulations affecting Canada's export trade. Finally, the Area Divisions have a general trade promotion responsibility as the central point of contact between Canadian Trade Commissioners abroad and the Department in Ottawa.

The Commodities and Industries Service comprises four branches. Three of these—Agriculture and Fisheries Branch; Industrial Materials Branch; and Manufacturing Industries and Engineering Branch—are subdivided into Divisions according to commodity or industry groupings. They provide a point of contact between the Department and the whole range of Canadian industry including fisheries, livestock, and animal products, plant products, chemicals, forest products, metals and minerals, appliances and commercial machinery, electrical and electronic equipment, mechanical equipment and engineering, and textiles and consumer goods. The Commodity Officers staffing these Branches maintain close liaison with Canadian firms to help develop the information regarding export capabilities, performances and potentials, knowledge of company policies and the advice on materials, products and services available for export, which form the basis for the Department's trade promotion activities. In addition, Commodity Officers continuously impart to companies within their respective assigned work areas, knowledge of foreign markets, of the practices of exporting and particularly of methods of approach to foreign market development.

The fourth branch of Commodities and Industries Service—the Transportation and Trade Services Branch—provides special service to Canadian exporters on transportation matters and export and import controls. It maintains the Department's extensive directory of Canadian exporters, used by all departmental staff at home or abroad. It is also responsible for administering the Department's six regional offices in Canada, providing a vital "on the ground" point of contact with Canadian firms and with the trade departments of Canada's provinces.

The External Trade Promotion Service has four branches concerned with export trade promotion activities. A key organization is the Canadian Government Trade Commissioner Service which is the overseas trade promotion arm of the Department. It works to promote Canada's export trade and protect her commercial interests, on the ground abroad. Sixty-seven offices are operated in forty-eight foreign countries. In their efforts to help develop new markets for Canadian products and services, Trade Commissioners travel extensively in their assigned territories. They develop close

contacts with local businessmen and government officials, report on trade opportunities, process enquiries from Canadian businessmen and supervise the on-the-spot organization of departmental trade fairs participations and trade missions or other trade promotion initiatives. The Trade Commissioner holds watching briefs for other federal departments and, where he is the only Canadian Government representative, may undertake consular duties.

The Canadian Government Exhibition Commission, the Trade Fairs and Missions Branch, and the Trade Publicity Branch are located at Ottawa. The Exhibition Commission is responsible for the creation and administration of all government-sponsored Canadian exhibits abroad. A major portion of such work is related to the Department's annual program of participation in foreign trade fairs but the Commission produces displays and exhibits abroad for virtually every federal department and agency, as well. Since 1964 the Commission has, in addition, acted as a central service agency in the preparation of exhibits and displays sponsored by departments and agencies of government for use in Canada.

The Trade Fairs and Missions Branch is responsible for furthering the Department's export promotion efforts through the annual trade fairs and trade missions programs. Its prime tasks are to co-ordinate the work of all other departmental branches concerned and to supervise the implementing of the authorized programs. The Trade Publicity Branch plans and executes publicity activities in support of the Department's export trade promotion activities. It employs all media of communication both at home and abroad, inclusive of producing special booklets and pamphlets for use by other departmental officers.

Tourism Promotion

The Department's second main function is tourism promotion. This task is the responsibility of the Canadian Government Travel Bureau, which is the fifth and final component of the External Trade Promotion Service. The Bureau's purposes are, first, to encourage travel to Canada by non-residents and, second, to help co-ordinate the total Canadian tourism promotion effort outside Canada by working with provincial travel bureaux, transportation companies and national, regional and local tourist associations concerned.

Until 1962 the Bureau's efforts were virtually confined to the United States. Then it was authorized, progressively, to extend its promotion operations to Britain, Europe, Latin America and Pacific Rim countries. Heart of the Bureau's operations is at its

headquarters in Ottawa where it processes most travel enquiries; prepares and distributes publications; administers its extensive advertising and publicity programs; promotes tours and conventions business; initiates its research activities; and carries out its direct mail promotions. Outside Canada the Bureau operates 19 travel offices.

Standards Work

In the domestic commerce field, the Department's responsibilities lie in the field of standards. The Standards Branch, which reports direct to the Deputy Minister, carries out activities to meet the requirements of the Weights and Measures Act, the Electricity Inspection Act, the Gas Inspection Act, the Precious Metals Marking Act and the National Trade Mark and True Labelling Act. All of these are designed to maintain equity in commercial transactions. The Branch is organized into five main Divisions—Administrative Headquarters, Laboratory, Electricity and Gas, Weights and Measures, and Commodities and Precious Metals Marking.

The main functions of the Laboratory Division are to provide technical guidance and a calibration service for the inspectors in the field. The Laboratory is also responsible for carrying out the approval-of-type tests necessary to establish the accuracy and durability of all equipment used for the measuring and billing of commodities and energy sold in Canada.

The Electricity and Gas Division maintains 20 district offices across Canada and consists of a field staff of some 200 inspectors and clerks. Its chief responsibilities are to ensure (1) that all types of measuring devices used in the sale or purchase of electrical energy and gas have been approved for use in trade, and (2) that the devices, while in service, maintain accuracy (within tolerances) by means of periodic inspections.

The Weights and Measures Division maintains 21 district offices across Canada and consists of a field staff of some 200 inspectors and clerks. Its chief responsibilities are to ensure (1) that weighing and volumetric measuring devices used in the sale of commodities of all types have been approved for use in trade, and (2) that the devices, while in service, maintain accuracy (within tolerances) by means of periodic inspections, generally once per annum.

The Commodities and Precious Metals Marking Division consists of a field staff of 6 inspectors, working out of Toronto, Montreal and Vancouver. Their work consists in large measure in the examination of advertising material, in checking the markings applied, and in th

verification of the quality of certain articles offered for sale. These articles consist of (a) precious metals, and (b) certain materials such as furs, hosiery, textiles, turpentine, chamois, and the jewel content of clocks and watches. Under the authority of the National Trade Mark and True Labelling Act, the Governor in Council may prescribe regulations covering a large number of articles, but in general these are prescribed only at the request of the trade concerned.

Other Services

Two other parts of the Department also report to the Deputy Minister. One is the Economics Branch, the other is the Grain Division. The Economics Branch provides an economic intelligence service for the Department and conducts studies on various aspects of the Canadian economy for use in the federal service. This work falls into the following three main categories:

- (1) The continuous examination of the developing economic situation in the Canadian economy with special attention being given to developments relating to foreign trade and capital investment. Reports are prepared as required for information purposes or for specific programs.
- (2) The periodic examination of developments in major segments of industry and the preparation of market information pertaining to individual industries or commodities as required for background purposes or for specific programs of the Department; also examination of the changing structure of world trade and Canada's participation therein.
- (3) Provision of analytical insight and judgment on the economic aspects of any problem, issue or subject requiring the attention of the Department.

The Grain Division is concerned with both the export and domestic aspects of wheat, oats, barley, rye and certain of their products, including flour. It is required to provide continuing liaison between the responsible government departments and other agencies charged with the domestic and export marketing of these commodities, including the Canadian Wheat Board, The Board of Grain Commissioners, the Trade Commissioner Service and the private export trade.

All units of the Department are provided with administrative support by the Administrative Service headed by the Comptroller-Secretary. The range of assistance embraces personnel services, financial services, office services and management advisory services.

In addition, the Comptroller-Secretary co-ordinates returns to Parliament and answers to questions required of the Minister on behalf of the Department and Crown Companies and Agencies reporting to the Minister.

Organizational Changes

Rising exports breed increasing responsibilities for the Department. To adjust to expanding duties, certain modifications in organization were made in 1965 and, in some areas, operations were extended.

In the Commodities and Industries Service, the former Engineering and Equipment Division of Manufacturing Industries and Engineering Branch was split into two new Divisions: Electrical and Electronic Equipment, and Mechanical Equipment and Engineering, to provide more specialized attention to these industries which have shown rapid export development over the last few years. The former Trade Services Branch was re-named Transportation and Trade Services Branch and the titles of its three Divisions clarified. The Department opened a new regional office in Edmonton, bringing to six the number of such offices across Canada.

In the External Trade Promotion Service, the Trade Commissioner Service opened a new trade post in Kuala Lumpur, Malaysia to serve more intensively Canada's trade prospects in Malaysia, Burma and Brunei. In December, the trade post at Salisbury, Rhodesia was closed. The Trade Publicity Branch was re-organized from three to six Divisions the better to handle the multiplicity of activities undertaken. An Attache (Trade Publicity) was added to the staff of the trade post at London.

The Canadian Government Travel Bureau, responding to the prospects for augmenting tourist income inherent in Canada's Centennial Year, opened eleven new offices. Nine of these were in the United States (Boston, Cincinnati, Cleveland, Detroit, Indianapolis, Philadelphia, Rochester, Seattle and Washington, D.C.), the others in Mexico City and Tokyo.

SUMMARY REPORT ON CANADA'S TRADE IN 1965

Following spectacular advances in the two preceding years, Canada's exports rose by a further 5.6 per cent in 1965. The value of merchandise exports reached a record \$8,764.5 million compared to \$8,303.5 million in 1964. In response to strong demands

in the Canadian economy, imports rose substantially more than exports. Consequently, the surplus on merchandise trade declined sharply.

Among the major categories of exports, secondary manufactures and the metal and mineral products group each showed strong gains. Continuing expansion within the manufactured products group was increasingly concentrated in automotive products and certain types of machinery and equipment. Metal and mineral items showing notable increases included the major base metals, precious metals, oil and gas, and potash. Exports of forest products rose moderately, with newsprint and pulp accounting for most of the increase. Total exports of agricultural products were down slightly as wheat sales fell below the record 1964 movement although still well above normal. Exports of some agricultural items, notably animal products and seeds, were up sharply.

Geographically, sales to the United States, which increased by 13 per cent in 1965, accounted for most of Canada's export growth. The U.S. market last year accounted for 57 per cent of Canada's total exports.

Western Europe was the only one of Canada's major overseas markets in which sizable export gains were realized in 1965. In Britain, import surcharges and other measures to restrain domestic demand held Canadian exports to a level slightly below the record sales of 1964. In other Commonwealth markets taken as a group, purchases from Canada were up slightly. Slower business conditions in Japan had a dampening effect on Canada's exports which failed to increase in 1965 for the first time in a number of years. Sales to Latin America were also a little lower than in the preceding year. Exports to Communist countries receded in 1965 following completion, in the preceding year, of deliveries under the large wheat contract with the USSR that commenced in 1963. However, the trend of sales to Communist countries rose sharply toward the end of 1965 as a result of new wheat agreements with the USSR and China.

INTERNATIONAL TRADE DEVELOPMENTS

The Kennedy Round of trade negotiations under the GATT was a major focus of attention during 1965. About fifty countries, accounting for some 88 per cent of Canadian exports, are taking part in these negotiations. The offers of concessions on industrial

goods, which had been tabled in November, 1964, were the subject of detailed consultations on both a bilateral and a multi-lateral basis with the object of defining more precisely the scope of the proposed tariff reductions and their implications for the participating countries. Procedures were agreed upon in the Spring of 1965 for conducting negotiations on agricultural products. Specific offers on cereals were tabled in May. The major participants, except the EEC countries, indicated in September the concessions they were prepared to make on other agricultural products. Toward the latter part of the year, the progress of the negotiations (particularly in the agricultural sector) was affected by the internal difficulties within the EEC.

One of the specific objectives of the Kennedy Round, in addition to bringing about a general reduction in trade barriers, is to provide increased export opportunities for the developing countries. Some 25 of these nations are participating in the negotiations under the special procedures provided for them.

The trade and development needs of the developing countries received particular attention in a number of international organizations during 1965. The new institutional machinery of the United Nations Conference on Trade and Development was brought into operation. Meetings were held in March and August of the 55-member Trade and Development Board which was established to carry on the work of the Conference. The Board's four Committees, concerned with commodities, manufactures, financing and invisibles and shipping, also met for the first time in 1965. Canada was elected a member of the Board and all four Committees.

In the GATT framework the Committee on Trade and Development, established at a special session of the Contracting Parties in November, 1964, held its first meeting and set up eight working groups to study such questions as commodity trade, residual import restrictions, trade between developing countries and proposals for the extension of preferences to developing countries.

In the Organization of Economic Co-operation and Development (OECD), particular emphasis was given to activities directed towards the problems of the developing countries. A special group was established at the OECD Ministerial Meeting in November to examine the problems arising in trade relations between developing and developed countries with the aim of formulating concerted policies to deal with them. In the Development Assistance Committee of the OECD, the terms and adequacies of aid flows to the developing countries were kept under continuing study.

Commodity Developments

A major development in the commodity field in 1965 was the establishment of the UNCTAD Committee on Commodities, which assumed the functions previously performed by the Commission on International Commodity Trade (CICT) and the Interim Co-ordinating Committee for International Commodity Arrangements (ICCICA). Its responsibilities include facilitating co-ordination in the commodity field, developing techniques for dealing with the problems of commodity trade, and making recommendations for the convening of negotiating conferences and the establishment of international study groups. At its first session in August, the Committee carried out a commodity review, set up a permanent sub-Committee on Synthetics and Substitutes, and initiated work on the drafting of a General Agreement on Commodity Arrangements. It identified cocoa, sugar and coffee as commodities causing particular concern, and a number of others, including copper, cotton, iron ore, lead and zinc, rice, rubber, tea, tobacco and vegetable oils as requiring close attention.

The increased emphasis on inter-governmental arrangements to deal with commodity problems contributed to a very full calendar of international meetings. Among the highlights were the U.N. Tin Conference in April which resulted in the negotiation of the Third International Tin Agreement, the first international commodity agreement to be concluded since the U.N. Conference on Trade and Development. The U.N. Sugar Conference in September made little progress toward a new International Sugar Agreement and a Consultative Committee was subsequently established to seek a basis for negotiation. With the sharp deterioration in the world cocoa market, a Working Party was convened to lay the groundwork for resuming the U.N. Cocoa Conference in the Spring of 1966. The International Wheat Council agreed to a further one-year extension (until July 31, 1967) of the 1962 International Wheat Agreement.

Throughout 1965, there were frequent consultations both bilaterally and in the FAO framework regarding disposal of agricultural surpluses, particularly with regard to concessional sales of wheat and flour by the United States. Improved procedures were worked out to ensure that commodities provided under the World Food Programme do not adversely affect commercial imports or agricultural production in recipient countries. In the industrial sector, the tight supply situation that developed during the year for several commodities led to a substantial increase in disposals from United States strategic stockpiles.

Canada and the United States

Negotiations between Canada and the United States, within the framework of the Kennedy Round, was a central feature of Canada-United States trade relations during the year. In these negotiations, the United States has authority to cut the overall level of its tariff in half and on items of five per cent or less to go free. While general progress in the Kennedy Round in the course of 1965 was delayed by internal difficulties in the EEC, considerable progress was made in bilateral discussions between Canada and the United States.

Supplementary to the broad approach toward improved access to the U.S. market over the whole range of Canadian export interests, the conclusion of the Canada-United States Automotive Agreement, signed on January 16, 1965, opened up major new export opportunities in the field of motor vehicles and original equipment parts. This Agreement was confirmed by the United States Congress; was proclaimed on October 21st and the duty-free entry accorded to imports from Canada was made retroactive to January 18, 1965.

Negotiations were also concluded with the United States late in the year with respect to the U.S. tariffs affecting some \$32 million of Canadian trade. These negotiations provided for the restoration of tariff rates on products of particular interest to Canada which had been impaired by changes made in the U.S. tariff revision of 1963. In certain cases, compensation was extended to Canada where rates were not restored to their former levels.

Apart from tariff relations, the removal, in October of U.S. import restrictions on lead and zinc which had been in effect since 1958, marked a major breakthrough in Canada's access to the U.S. In addition, while considerable pressure developed in the United States with respect to Canadian access for oil, the overland exemption from the U.S. restrictions which was granted to Canada in 1959 was re-confirmed. Further, Canada was exempted from the U.S. export restrictions on copper which were imposed late in the year for reasons of short supply.

The Commonwealth

At a meeting of Commonwealth Prime Ministers in London in June, it was agreed that Commonwealth Trade Ministers should meet in 1966 to discuss means by which Commonwealth trade might be encouraged and expanded. Commonwealth trade officials met toward the end of the year to prepare for the Ministerial Conference.

During the Prime Minister's visit to Jamaica and Trinidad late in the year, it was announced that a conference of Canadian and Commonwealth Caribbean heads of Government would be held in 1966 to review the possibilities for strengthening relations between Canada and these countries in the trade, economic and other fields.

In August, Australia and New Zealand announced their intention to form a free trade area which is to be implemented over an eight-year period commencing January 1, 1966. About half the trade between the two countries comes under these arrangements; approximately 90 per cent of this is in items which were already duty free.

A free trade agreement between Britain and Ireland is scheduled to go into effect July 1, 1966. It provides for the immediate elimination of British duties on Irish goods and the dismantling of most Irish tariffs on British goods over a ten-year period. There are also separate agreements covering trade in certain agricultural products.

Late in the year, British Guiana, Barbados and Antigua announced that they were forming a free trade area providing for the elimination of trade barriers by 1971.

While Singapore seceded from the Malaysian Federation in 1965 and established its own tariff, the other members of the Federation (Malaya, Sabah and Sarawak) continued to move towards a common market with a common external tariff.

The British temporary import charge, introduced in October 1964, was reduced from fifteen per cent to ten per cent in April 1965. While the legislative authority for the charge was extended to November 1966, British Ministers stated that it will be reduced and removed as soon as circumstances permit. The impact of the import charge on Canadian exports was one of the questions discussed by the Canada-United Kingdom Continuing Committee of Senior Officials which met in Canada in May 1965.

During the year, Ireland imposed, for balance of payments reasons, a temporary import levy on a wide variety of consumer goods other than foodstuffs. Ceylon, Ghana, India, Jamaica, Pakistan, South Africa and Trinidad intensified restrictions on imports. New Zealand, for the financial year beginning July 1, 1965, increased quota allocations for a number of imports and exempted additional goods from import licensing.

Consultations were held with Australia under the Canada-Australia Trade Agreement concerning the alleged dumping of certain Canadian chemicals. The total embargo of aluminum

imports was continued and the Australian Tariff Board commenced an investigation into the question of protecting the domestic aluminum industry.

Sierra Leone abolished its preferential tariff system on March 31, 1965 and Zambia announced a similar step late in the year.

In response to Rhodesia's unilateral declaration of independence on November 11, 1965, Canadian preferential tariff treatment was withdrawn from Rhodesia and the general tariff was made applicable. An embargo was applied on various Canadian exports to and imports from Rhodesia. At the end of the year, Rhodesia withdrew preferential tariff treatment from Canadian goods. All imports into Rhodesia from Canada are now subject to licensing.

Europe

In the EEC, tariffs among the six member states (France, Germany, Italy, Belgium, The Netherlands and Luxembourg) were reduced by a further 10 per cent on December 31, 1965. This brought the total of such reductions to 80 per cent for industrial goods and 60 to 65 per cent for agricultural commodities. There were no changes during 1965 in the rates of duty applicable to goods imported into EEC countries from Canada and other countries outside the Community.

On April 8, the Council of Ministers formally signed a Treaty providing for the creation of a single Council of Ministers and Commission for the European Economic Community, the European Coal and Steel Community and the European Atomic Energy Commission. However, the Treaty has not yet been ratified by the member states.

The differences among the Six which emerged in June 1965, in connection with completion of the common agricultural policy, resulted in a virtual standstill in most Community activities, and important decisions which were to have been adopted in 1965 were left in abeyance.

The members of the European Free Trade Association (EFTA)—Austria, Britain, Denmark, Norway, Portugal, Sweden and Switzerland—implemented on December 31, 1965, a further 10 per cent internal tariff reduction on industrial products, bringing the rates of duty on these goods to 20 per cent of their original levels. The final 20 per cent is scheduled to be eliminated at the end of 1966 by most EFTA members. Agricultural products are generally excluded from the EFTA arrangements.

The Canada-France Economic Committee met in Ottawa on November 18 and 19 to examine the principal aspects of economic, financial and commercial relations between the two countries and exchange views on certain international problems of common interest.

A Soviet Trade Mission which visited Canada in August, 1965, concluded an agreement with the Canadian Wheat Board for the purchase of 187 million bushels of wheat and wheat flour equivalent in the year 1965-66. Preliminary discussions were held with the Mission concerning renewal of the existing Canada-USSR Trade Agreement.

Latin America

Significant changes were made in tariffs and trade regulations in a number of Latin American countries. New tariff schedules were introduced in Argentina and Ecuador. Brazil eliminated prior deposit requirements and the exchange tax on imported goods. The rapid deterioration of the economic situation in Uruguay resulted in an almost complete prohibition of all but a very small list of essential imports. Economic difficulties in Colombia also led to some intensification of import controls. Currency reforms and devaluations occurred in Argentina, Brazil, Chile, Colombia and Uruguay.

In Central America, continued progress was made towards the establishment of the Central American Common Market by Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua. Internal free trade has now been established for all but a few items and harmonization of external tariffs has either been achieved or agreed on for some 97 per cent of the items listed.

At the first Ministerial Meeting of the Latin American Free Trade Association (Argentina, Brazil, Chile, Columbia, Ecuador, Mexico, Paraguay, Peru and Uruguay), Venezuela's decision to join this Association was announced. The meeting also initiated a study to determine the feasibility of introducing an automatic tariff reduction system. In the annual round of tariff negotiations, which followed the Ministerial Meeting, 580 new concessions were negotiated and 185 renegotiated; approximately half these reductions were on manufactured and semi-manufactured products.

Argentina, which is a provisional member of the General Agreement on Tariffs and Trade, has indicated that it wishes to negotiate full membership during the current Kennedy Round of trade and tariff negotiations.

Asia and Middle East

The establishment of an Asian Development Bank was approved in Manila in December by twenty-six countries, including Canada. Canada has undertaken to provide US\$25 million to the capital of the Bank. The purpose of the Bank is to facilitate economic progress in South and Southeast Asia by making funds available for development projects in the area. Except in special cases, procurement financed with the Bank's own funds will be limited to member countries, including Canada.

Under a new long-term Wheat Agreement concluded in October between the Canadian Wheat Board and the China National Cereals, Oils and Foodstuffs Import and Export Corporation, the Chinese Corporation declared its intention to purchase from Canada 112.0 to 186.7 million bushels of wheat over a three year period, August 1, 1966 to July 31, 1969. It was further agreed that prior to May 1, 1966, consideration would be given to increasing the quantities involved in the three year agreement to a minimum of 168 and a maximum of 280 million bushels, or alternatively to extending the three year agreement to five years, involving a minimum quantity of 280 million and a maximum of 466 million bushels.

In Japan, while no further significant steps were taken toward the liberalization of imports during the year, the balance of payments situation improved considerably.

Israel's foreign exchange reserves increased during 1965 and there was some relaxation in import controls, though a considerable number of Canadian exports are still subject to restrictions.

The first round of tariff reductions among members of the Arab Common Market took place on January 1, 1965 as scheduled. Apart from Kuwait, the members (Iraq, Jordan, Syria and the United Arab Republic) reduced customs duties and increased import quotas on many goods originating in other member countries, generally by 20 per cent on agricultural and animal products and natural resources and by 10 per cent on manufactured goods. On the same date, certain agricultural products and industrial materials from other members became exempt from all customs duties and restrictions while the customs duties on some manufactured goods were reduced by 25 or 50 per cent.

EXPORT PROMOTION BY INDUSTRY SECTORS

In the promotion of Canada's foreign trade, the Department works

in co-operation with all sectors of Canadian industry to help strengthen their positions in markets abroad. The nature of the assistance rendered and the techniques employed vary depending on the needs of the industry and the markets concerned. Government co-operation may involve arranging participation in trade fairs or trade missions, conducting market studies or preparing promotional literature for the industry. Efforts may be concentrated in one market or several. They may constitute single promotions or continuing programs.

It would be impractical to attempt to catalogue all the assistance provided to every Canadian industry. The following pages therefore present a representative coverage of major industries, highlighting some of the programs and some of the successes of 1965.

AGRICULTURE

Livestock

Good progress was made in the export development of both beef and dairy breeds. In September, 900 head of Canadian Hereford cattle were shipped to Chile, the largest single shipment of Herefords ever made from Canada. This sale resulted from a Department-sponsored incoming trade mission of cattle buyers which visited Canada in November, 1964. Department officials were able to assist in the contract negotiations on numerous occasions. The cattle were well received in Chile and further sales are anticipated.

Efforts by the Department in co-operation with the breed association resulted in an agreement with the French Government to permit the import of Canadian purebred Holstein-Friesian cattle into France. A travelling livestock exhibit to France was organized jointly by the Canada Department of Agriculture and the Department of Trade and Commerce. Twenty head of purebred Holstein-Friesians were displayed at eight different centres during a six-week period in the Fall. Later the Department brought sixteen French livestock breeders to Canada to acquaint them with our livestock industry and to provide them an opportunity to make further purchases. The group purchased thirty head of good quality Holstein-Friesians for air shipment to France.

In May, the Department brought to Canada seven members of the livestock industry of the West Indies. The group visited Holstein-Friesian herds, attended livestock auction sales and made some worthwhile purchases for respective government dairy development

programs and for private dairy farms. Several members of the group subsequently returned to Canada to make additional purchases.

Food Processing

Three senior executives of the Catering Association of Great Britain and major catering organizations with estimated annual purchases of \$1 billion were brought to Canada by the Department to make a complete tour of the Canadian food processing industry. The group advised Canadian food processors on the best ways and means to enlarge Canada's relatively small share of the British market. Seventy-seven food firms, provincial associations and industry groups showed their products to the catering executives, and obtained frank comments on product suitability, packaging, agency representation and other matters. This advisory mission laid the groundwork for a sales promotion campaign directed at the British food catering industry by Canadian exporters.

Furs

At the Tokyo International Trade Fair in April, Canadian furs were exhibited by the Department, in co-operation with the Fur Trade Association of Canada and Canada Mink Breeders Association, at 84 fashion shows during the 21 days of the fair. In addition, a Canadian mink stole was presented to Miss Japan-Canada Friendship. Both events contributed materially to the public acclaim of the Canadian Government exhibit.

The Department exhibited a wide variety of wild and ranched furs in April at the International Fur Fair in Frankfurt, Germany with the co-operation of the provinces and the ranched fur associations. The exhibit was attended by fur buyers from all parts of the world. The success of this annual display has resulted in a steadily increasing number of foreign fur buyers at Canadian fur auctions.

Tobacco

The Department continued its long-range program to assist producers and exporters of Canadian flue-cured, burley and other types of tobacco. During 1965, increased emphasis was placed on market research. Departmental officials assisted in the establishment of a tobacco industry export promotion council. Its object is to identify new markets for the future in order to stimulate increased production. These measures, like past efforts, contribute

to continued increase in the volume of tobacco marketed abroad. More countries have accepted Canadian tobacco and traditional customers such as Britain have increased their purchases.

Seeds

A technical seeds mission sponsored by the Department visited Denmark, West Germany and France in May. It analyzed import requirements and studied the measures required to secure official acceptance of Canadian forage seeds, as access to these markets is increasingly dependent on local testing and registration.

Another seeds trade mission visited Poland, Czechoslovakia, Hungary and Rumania in September. It obtained essential information on production, research and trade in the seeds industry of each country. A substantial sale of seeds to Poland was arranged by the Mission and subsequently, samples of many varieties of Canadian seeds were sent for testing in the countries visited.

Both missions recommended that the testing of Canadian seeds in European countries be increased, and that a central office in Canada coordinate all exchanges of seeds for testing with other countries.

Cheese

Meetings were held with representatives of the cheese industry to discuss plans for increased promotion of Cheddar cheese in Britain. An illustrated cheese brochure and a distinctive price marker were produced. These are now being used by British retailers.

Discussions with U.S. officials continued during the year with regard to removal of U.S. import restrictions on Cheddar cheese.

Honey

The Department sponsored participation by honey packers in British trade fairs and assisted in the appointment of new agents in a number of growing markets. Much progress has been made in changing British buying patterns from the traditional bulk form of importing to consumer packs with Canadian brand identification.

During 1965, the Department carried out a comprehensive world survey of honey production and markets. The report was distributed throughout the Canadian industry helping achieve further market penetration in Japan, Scandinavia and a number of countries in continental Europe.

Apples

World production of apples is expanding and competition for markets has become more and more vigorous. The Department, with the co-operation of federal and provincial agencies and the Canadian apple industry, undertook a promotion directed at all foreign customers but especially Britain, Canada's principal overseas market. An attractive booklet containing information on Canada's apple production and trade was prepared in five languages. In the Fall, a special supplement was published in the leading journal of the British produce trade and an apple float was built as Canada's contribution to a parade in London, England featuring international trade in fruit.

Potatoes

Portugal imports substantial quantities of seed potatoes but Canadian certified seed has never been used in that country. In 1965, three senior Portuguese officials, specialists in plant health and culture, were brought to Canada by the Department. They visited the federal and provincial Agricultural research establishments, studied the certified seed potato inspection system and examined production, storage and shipping facilities. As a result, Canadian seed potatoes will be tested for the first time under Portuguese growing conditions; if the results meet expectations, commercial shipments of Canadian seed will develop.

FISHERIES

An encouraging feature in 1965 was the progress made in opening new markets for Canadian frozen fish in Australia. The Department, working closely with the trade, was able to secure a breakthrough in this market previously dominated by European supplies. The price ceilings on salt cod in Puerto Rico were relaxed during the Fall of the year culminating repeated efforts by the Department since the end of World War II to have this restriction removed.

Shipments of dried salt cod to Jamaica were suspended for three months in the Fall. Lower production and increased demand for cod had raised the cost of the new product to levels which made uneconomical to export dried salt cod at price ceilings existing in Jamaica. The Department prepared a brief outlining the Canadian position and the matter was taken up with the Jamaican government in December. Shortly after, an agreement was reached permitting shipments to continue.

The Commission of Inquiry into the Atlantic Salt Fish Industry, instituted late in 1964, continued its investigations in 1965 and submitted its report to the Government. An officer of the Department served as Secretary of the Commission. The Department participated in an additional Commission of Inquiry, established in 1965 to investigate and report on the freshwater fish marketing problems of the inland fisheries in Ontario and the Prairie Provinces.

RESOURCE MATERIALS

Iron and Steel

A detailed survey of the Canadian foundry industry was carried out in 1965 to determine its capabilities and interest in an export development program. Considerable interest was shown, and a total of forty-three foundries agreed to participate on a cost-sharing basis in a booklet describing Canadian production facilities. This has since been given wide distribution, particularly in the United States.

During September and October, a Canadian Iron and Steel Castings Mission visited the United States to explore opportunities for marketing Canadian-made iron and steel castings and to stimulate U.S. interest in these products. Ten companies took part and the mission was split into two geographical regions. In total it covered the Chicago, Detroit, Cleveland, Boston and the New England areas. The results of the mission were extremely encouraging, and the consensus was that the mission would be of long-term benefit to the industry.

With the active co-operation of industry on a cost-sharing basis, the Department published an illustrated colour booklet describing the Canadian iron and steel industry. The booklet provided a detailed breakdown of the main products available from the eight major steel producing companies, as well as a brief description of their production facilities. A Spanish edition was also prepared to help exploit the export potential for Canadian iron and steel products in South America.

Non-Ferrous Metals

As a result of the iron and steel foundry export development program, a number of firms in the non-ferrous sector of the industry expressed interest in having a similar plan undertaken. After

consultation with representative companies in the non-ferrous metal casting and diecasting industries and the metal forging industry, the Department initiated a comprehensive export promotion program. Production of a booklet describing the production facilities available within these industries was begun. When completed it will be used as an integral part of the overall export development program planned for this sector of Canadian industry.

Asbestos

At the beginning of 1965, a survey of asbestos consumption in twenty-six countries was carried out by the Department and a summary report distributed to the Canadian asbestos industry. The purpose was to show the Canadian share of market in all major consuming countries. The report also indicated the chief sources and extent of competition developing in world markets.

Chemicals

The fourth edition of "Canadian Chemicals for Export" was distributed early in the year. This 108-page publication provides information compiled by the Department as to sources of domestically-manufactured chemicals available for export and their uses. It includes a directory of chemical exporters and a brief review of the Canadian industry. This enlarged edition includes listings of consumer chemical specialties for the first time. Approximately 5,000 copies were distributed to foreign buyers and importers.

The major supply problem in the industry during the year was the serious shortage of sulphur that developed in Canada and throughout the world. Assistance was requested by Canadian users in their attempts to procure sulphur for their own requirements. Officers of the Department maintained close touch with the Canadian trade in an effort to resolve the domestic supply problems. The Department was also active in co-ordinating supplies of fertilizer and sulphur for shipment under the Colombo Plan.

A chemicals trade mission to Eastern Europe and Greece in the Fall assessed the market potential for Canadian chemicals in that area and the specialized techniques necessary in doing business with state-owned trading corporations. The report of this mission will be circulated to the Canadian chemicals industry.

Lumber and Plywood

As a result of the six Canadian demonstration homes built in Britain in 1964 many British builders have adopted the Canadian timber-frame building technique during the past year and it has

become better accepted by British housing authorities, mortgage and insurance companies and the public.

As a follow-up, the Canadian and British Governments have arranged for the construction in Britain of a medium density project of about 170 dwellings using Canadian methods. The overall co-ordination of this project is the responsibility of the Department. Central Mortgage and Housing Corporation, as agent for the Canadian Government, will design and supervise construction of the undertaking. This project will demonstrate in terms of cost and value that houses built with Canadian timber-frame construction methods are suitable and acceptable in Britain. Standards will be basically those used in Canada adapted to British requirements where possible and appropriate. Construction will commence by midsummer, 1966.

The Department, in co-operation with industry trade associations, is developing a program for the promotion of lumber and plywood in continental Europe. Results from a 1965 incoming trade mission from West Germany and The Netherlands have confirmed that opportunities exist for promoting the Canadian timber-frame building system in these countries. Additional comprehensive follow-up efforts are planned.

The Department continued its co-operating with the Canadian Hardwood Plywood Association in an industry-sponsored trade promotion campaign in the U.S. This features a trailer exhibit displayed at various Trade Fairs and other key centres in the United States to promote sales of Canadian hardwood plywood and veneer.

The Department arranged a program of exhibits displaying Canadian lumber and building materials at 10 trade fairs and lumber conventions throughout the United States during the year. Both Department and industry personnel attended these shows to disseminate information and to answer technical questions.

MANUFACTURED PRODUCTS AND SERVICES

Engineering Services

The Department's program of promoting the export of engineering services as a logical forerunner of increased equipment sales gained further success during the year. Canadian consulting firms successfully competed for and won contracts with the U.N. agencies (IBRD, FAO, etc.) in the resources survey and feasibility fields

within the Special Fund operation. Others were awarded design engineering, supervision and management contracts in the commercial field. The Department increased its distribution of information on the U.N. agencies' requirements for technical experts. This contributed to greater participation by Canadians in development programs of the developing countries.

Industrial and Process Equipment

Canada's capability in design and manufacture of industrial and process equipment was displayed at the International Engineering Exhibition in London, England in April and the Western Metal and Tool Exposition in Los Angeles in February. The Canadian equipment was well received and found adaptable to industry requirements in highly industrialized countries as well as in developing countries. Companies reported considerable sales volume directly related to trade fair participation.

In addition a mining machinery trade mission visited Latin America in November to provide an opportunity for representatives of the industry and the Department to obtain a first hand knowledge of the development programs and potential in the countries visited.

Meetings were held with incoming missions of prominent Government and industry representatives from foreign countries. Industrial tours were arranged for visiting groups interested in pulp and paper and sawmill equipment (India, U.S.S.R. and Czechoslovakia), metalworking equipment (Italy) and grain handling facilities (Rumania). Visits were received by individuals from Australia, New Zealand, Taiwan, India and Pakistan, amongst others.

Nuclear Power

The Department initiated an interdepartmental committee to further greater export of nuclear reactors. The committee carries out studies and market surveys to determine areas of greatest opportunity. In 1965, Canada's developments in the field of peaceful uses of nuclear energy were showcased at the Electronic, Nuclear and Cinematographic Fair in Rome in June.

Electronic Equipment

Efforts were continued to broaden further the market for Canadian-made electronic equipment. Sales were realized in Africa and the Middle East, many of them stemming from follow-up work by firms represented on the Department's 1963 mission to the area. A

further trade mission, to the Far East was initiated in 1965.

Manufacturers of electronics products related to the aerospace industry were represented in the Canadian Exhibit at the Paris Air Show in June and on the Air Industries trade mission to Latin America in November.

Metal Products and Machinery

Eighteen Canadian companies and associations participated in the Department-organized Canadian exhibit at the 1965 National Metal Exposition and Congress held under the sponsorship of the American Society for Metals in Detroit during September. An estimated 700 serious enquiries were received for Canadian products.

Appliances and Machinery

The Department continued its program of encouraging more export on the part of Canadian subsidiaries of foreign companies. Due to the special relationship existing between parent and subsidiary, in many instances further complicated by the presence of an international sales organization, the Department has found it advantageous to develop new techniques of export promotion.

In dealing with such firms emphasis is placed upon the benefits to be derived by exporting from Canada as opposed to exporting from another country. To support this proposition, detailed economic studies are made with the co-operation of the Canadian subsidiary, and the results reviewed with the parent firm. During the year, three such studies were undertaken.

Forty Canadian small-to-medium-sized (100 to 400 employees) manufacturers in the electronics field were canvassed by the Department with a proposal that they incorporate a single company to export all their products. This was agreed to and the company set up with representation divided about equally between Ontario and Quebec firms. The Department is hopeful that this organization will serve as a prototype for similar groups of manufacturers from other industries.

"Canadian Domestic Refrigeration Components for Export", a compendium identifying all the parts or components used in the production of domestic refrigerators and their sources in Canada, was published for distribution to foreign manufacturers.

Consumer Goods

Under the Department's program of attracting consumer goods

buyers to Canada, escort service was provided for 36 incoming store buyers during the year. These came from the United States, Australia, Hong Kong and the West Indies. They were primarily interested in household textiles, wearing apparel, sporting goods, handbags and gift items. The buyers were introduced to Canadian manufacturers in a position to supply the particular products in which they were interested. In all cases sample orders were placed.

Buyers from all large department and chain stores throughout the world make at least one trip a year to the United States. A booklet "Canadian Sources of Supply for Departmental and Chain Store Merchandise" was compiled to help Canadian Trade Commissioners persuade those buyers to include Canada in their itinerary. This booklet is not a directory but a listing of over 2,000 manufacturers of consumer merchandise the names of which were furnished by six of the leading department stores in Canada.

Canadian consumer products were exhibited in a group of chain stores in Switzerland in the Spring. Consumer items were also displayed in the Fall in six associated stores in Paris and two stores in Grand Rapids, Michigan. These promotions attracted wide attention and resulted in enquiries from stores in other cities for a similar type promotion in 1966.

Boats

A rapidly growing category of consumer exports comprises pleasure craft and accessories. The Department continued its co-operative promotional efforts with this industry in both the United States and Europe. Twelve Canadian firms participated in the Canadian exhibit at the International Boat Show in Genoa, Italy, in February and a like number at the Marine Trades Exhibit in Chicago in October. By the year's end plans were well advanced for the first Canadian government exhibit at the National Boat Show in New York in January, 1966.

Sporting Goods

Canadian-made sporting goods for both winter and, more recently, summer activities enjoy an ever growing international reputation. The Department organized two major trade fair participations in conjunction with sporting goods manufacturers at the National Sporting Goods Association Convention in Chicago in January, and at one of Europe's major sporting goods exhibits, SPOGA, in Cologne in October.

SPECIAL PROGRAMS AND ACTIVITIES

Export and Import Trade Controls

A number of significant developments took place in the administration of trade controls authorized under the Export and Import Permits Act. The Export Control List of commodities for which export permits are required for all destinations (except, in most cases, the United States) was revised and a new List came into force on January 1, 1965. A number of commodities were deleted from the List, their importance as strategic materials having declined. Certain new commodities, the products of recent technological developments, were added.

In June, Canadian and U.S. officials concerned with export controls met in Ottawa to exchange information of mutual interest on export control procedures and methods.

In September, an embargo was imposed on exports of military equipment to India and Pakistan following the outbreak of hostilities between the two. It was modified later in the year in the light of improved relations between them and certain types of military goods were approved for export.

The unilateral declaration of independence by the Smith regime in Rhodesia on November 11 caused the Canadian Government to take certain measures which included an immediate embargo on exports of arms and military equipment. This action was followed successively by a ban on imports of tobacco and sugar of Rhodesian origin, a ban on imports of chrome ores and concentrates, ferrochrome, unmanufactured asbestos, and canned cooked meats of Rhodesian origin and a ban on exports of Canadian petroleum and petroleum products to Rhodesia. The export ban on petroleum was made effective by adding Rhodesia to the existing Area Control List established under the Export and Import Permits Act. In November, Canada placed copper ores and concentrates, most refinery and mill shapes, and copper scrap on the Export Control List. Control had become necessary to ensure a supply for Canadian users and to assist in maintaining orderly marketing in a situation of growing world shortage.

Transportation

Of major significance was the release, in July, of the report of the Restrictive Trade Practices Commission on Shipping Conference Arrangements and Practices. It recommended that conference tariffs of freight rates should be available to the public and that

certain principles for the protection of the public should be observed in every patronage contract between a shipper or a consignee and a conference. It stressed the importance to Canada and her trading partners for exports and imports to be carried at reasonable cost, under conditions as competitive as are consistent with efficient water transportation. The report is being studied by an inter-departmental committee as the possible basis for formulating policies affecting the ocean shipment of Canada's trade.

In September, the Department organized an Export Shipments Mission to examine ways and means of best effecting shipments of Canadian goods to Britain. The mission studied documentation requirements, ports of entry, warehousing, materials handling methods and equipment, packing, and routing. Certain shortcomings were found in the shipping practices of Canadian exporters and the mission's report draws attention to them. The Department also undertook two studies to help expedite the overseas movement of Canadian goods. They first reviewed the availability of refrigerated shipping space in relation to the existing and prospective volume of perishable products traded between eastern Canadian ports and Britain and northwest Europe. Following discussions with member lines of the appropriate shipping conferences and certain independent shipping lines, additional sailings with space for frozen goods were made available during the summer months with no apparent signs of scarcity. A supplementary study was undertaken later in the year to determine whether Canadian exporters' requirements were being met. Early in 1965, it became evident that there would be a shortage of space in cargo liners for the carriage of lumber to Britain from eastern Canadian ports. The problem was investigated in co-operation with lumber associations and the shipping lines and a study was made of conditions under which lumber is discharged at British ports. Certain measures to remedy the problem were adopted but the problem remains and studies are continuing.

An official of the Department headed the Canadian delegation to a meeting of the Committee on Shipping of the United Nations Conference on Trade and Development, held in Geneva in November. The Committee devotes its attention to international shipping matters and to the significance of merchant shipping in the economies of developing countries.

Special rail rates were again negotiated in 1965 to encourage the export of steel products through Canadian Atlantic ports during the winter Season when Great Lakes and St. Lawrence ports are icebound. Negotiations have been undertaken each year since 1961

following consultations amongst the steel producers, the railways, the National Harbours Board, and the Department of Trade and Commerce.

Standards of Measurement

In the last few years, industry and utility operators have been seeking broader and, in many cases, more specialized applications in measurement technology as they strive for increased efficiency and accuracy.

The customary pattern of fuel oil distribution is being challenged by pipe-line service from central storage with each take-off metered by a slow flow unit.

Distribution of propane has an inherent loss factor by reason of a high expansion/contraction co-efficient. An extended developmental program to manufacture suitable temperature-compensating devices has been successfully completed by several firms with the assistance of the Department's Standards Branch.

The logging industry, in its search for greater efficiency, is converting from the dimensional scaling of logs to weighing, with The resultant installation of many high-capacity scales.

Railway systems have developed several successful approaches to in-motion weighing over electronic scales. Such load cells are most efficient and eliminate the human error inherent in the use of mechanical scales. While electronic weighing has heretofore been largely confined to high capacities, the application will undoubtedly become much more broadly based.

In search of more accurate mass flow measurement, the gas industry has developed devices utilizing various flow parameters sensed by pressure and temperature transducers.

The electricity industry is developing magnetic tapes for recording customers' loads. Tapes are designed to be utilized by computers in billing as well as to provide related information such as load characteristics.

This rapid growth in measurement technology has faced the Department's Standards Branch with some difficult engineering problems as it carries out its responsibilities for approvals and field inspection. While laboratory testing for approval can normally be readily developed, the provision of test methods and equipment for field use requires extensive planning and developmental work. This

is particularly reflected in the high-capacity volume and scale installations now being used by large segments of industry.

To meet increased demands on its man-power resources, the Standards Branch has initiated, in the laboratory calibration area, computer programming on the mathematics and repetitive computations side to make available additional man-hours for construction and development work. For electricity and gas field inspections, automated proving equipment is being installed releasing men and making staff available for the program of 'in situ' testing of metering installations. In addition, a pilot program based on statistical sampling of meters as a basis of in-service extensions has been set up at a large utility. It is anticipated that this will prove worthwhile and be adopted by other Canadian utilities.

The field inspection program has been maintained at high levels in all areas. While the volume and complexity of devices is on the rise, the Branch has continued to meet its regulatory commitments and handle requests from all segments of industry for assistance.

Besides its regulatory responsibilities, the Branch provides facilities and staff to industry for instrument calibration or technical research on measurement problems. In the area of calibrations, the major oil companies' proving facilities, either of the fixed capacity or piston displacement types, were certified to ensure overall accuracy in the companies' internal control of product. Load cell standards from various companies were certified for weight control programs. Many weight series were calibrated for industry, some to highest accuracies. Assistance was provided to manufacturers in solving problems of accurate measurement flow for various types of meters for liquids and gases.

Financing and Aid

In 1965, more than \$300 million of Canadian exports were facilitated by special Government assistance for financing exports and insuring credits to foreign buyers and by Canada's external aid program.

Government long-term financing made possible more than \$40 million in Canadian exports including pulp and paper machinery, steel rails, telecommunications equipment, power generation equipment, locomotives, and equipment for metal production. New loans valued at \$57 million were signed for the sale of capital equipment and related engineering services to India, Mexico, Pakistan, the Philippines and the United Arab Republic. A \$15 million special credit was earmarked for development projects sponsored by the Inter-American Development Bank in Latin

America over and above the Export Credits Insurance Corporation's normal export financing operations in the area. This was additional to the \$20 million in Canadian development loan aid funds earmarked for Latin America through the Bank. Further special credits of long-term ECIC financing were also earmarked for India and Pakistan in addition to the Canadian external aid funds available for these two countries.

A number of important improvements in the Government's export credit facilities were implemented to meet changing conditions and competition from other countries. New criteria governing long-term financing for capital equipment and related engineering services under Section 21A of the Export Credits Insurance Act were established to provide for more effective and flexible administration and more precise and timely guidance for exporters and others as to the availability of such financing.

Similarly, in export insurance, changes were made to improve the coverage provided by ECIC. To enable exporters to obtain non-recourse financing under medium-term credit, the Corporation was authorized in October to extend a 100 per cent guarantee to the exporter's bank once the customer had taken delivery of the insured goods.

Trade Fairs

For more than 60 years the Canadian government has sponsored exhibits in international trade fairs around the world. Today, this well-established and successful approach to export promotion is used extensively by the Department to stimulate trade for Canadian products.

The annual program of trade fairs is developed by a Trade Fairs Abroad committee which comprises representatives of all branches of the Department concerned with their planning and execution. Before selecting the trade fairs at which Canada will be represented, the committee consults with trade commissioners, provincial government trade departments and industry associations to ensure that the fairs selected are appropriate to the export opportunities of a wide range of Canadian industries.

At Department-sponsored exhibits the Department pays most or all of the cost of display space, is responsible for erecting and dismantling the exhibit, and for providing publicity for the project. The individual exhibitor is required only to pay a percentage of the display space, provide product for display and, in most cases, man his exhibit.

In 1965, the Department mounted exhibits at 38 trade fairs in six

countries and operated information booths in conjunction with five other shows. At thirteen of these 43 exhibitions, the Department was exhibiting for the first time.

The objectives of trade fair participation vary according to the needs of the individual exhibitor. He may wish to establish a sales agency in a new market, size up his competition, introduce new products or extend his distribution. Once established through the use of Department sponsored exhibits, many exporters continue to participate independently in international fairs to develop further their sales abroad.

More than 350 Canadian companies participated in the Trade Fair program in 1965, displaying their goods to a total audience estimated at five million.

Trade Missions

Since 1960, there has been a sharp increase in trade missions sponsored by all major trading nations. This has been brought about mainly by the increased travelling speed made possible by the introduction of jet air travel.

Missions sponsored by the Department are of the "vertical" type, each concentrating on a single industry and related to markets which appear to offer the greatest export potential. Both outgoing and incoming missions are employed, depending on the nature of the industry and the markets concerned.

Each year, the program of trade missions is planned by a Trade Missions committee of officers of the Department. As with trade fairs, prior consultation with trade commissioners, provincial governments and trade associations ensures that missions are selected which will best take advantage of the export opportunities for a wide range of industries.

The Department employed the trade mission technique extensively during 1965 to introduce and promote sales of Canadian products and services in foreign markets. During the year, 14 outgoing missions visited some 25 countries. In addition, the Department sponsored seven incoming missions, from Europe, the Caribbean and Japan. Trade missions are particularly useful in markets where trade fairs are few and for products that do not lend themselves to exhibits. They offer businessmen the opportunity to make primary market surveys in depth and assess personally the export potential for their products. At the conclusion of each outgoing mission, a report is prepared, published and distributed by the Department for the benefit of the industry represented on the mission.

Tourism

Tourism is now an important industry in almost every country. For the developed or the developing country, the travel industry is a very significant earner of foreign exchange, a large source of employment and, withal, usually has good growth potential.

Travel amongst nations is now a \$10 billion annual business. In 1965, 110 million people are estimated to have travelled outside their own national borders. On such bases, tourism is a more significant factor in international transactions than any single commodity traded. No staple in export trade involves as much money as travel.

For Canada, income from tourism in 1965 amounted to \$737 million—a record level and almost 11.5 per cent above the \$661 million earned in the previous year. As a source of foreign exchange earnings, our travel income ranked third after newsprint and wheat.

Even so, Canada experienced a deficit on travel account of some \$48 million. Canadians are great travellers outside their own country and our gross expenditure on travel abroad in 1965 was estimated at \$785 million.

Economists emphasize the multiplier effect of money flowing into a country. It is estimated that the money spent in Canada by visitors added \$2 billion to our Gross National Income. Moreover, though the magnitude of travel by Canadians in Canada is still not known, it is placed at \$1.5 to \$2 billion more.

By any standard, travel business is big business and it has literally become so only in the 20th Century. Men and women have always been curious to see more of the globe they inhabit but it is only in recent times that great numbers of them could afford the time and money and had the necessary means of transport to indulge their curiosity.

Of the many astonishing things in this century, a number have been crucial to the growth of travel—the 40 per cent extension in the life span of the average North American citizen; the world-wide population explosion; the steady, marked increase in disposable income; the continued increase in paid vacations and the concurrent decrease in the length of the work week; the vast extension of road systems and the related enormous increase in the number of family cars; the advent of jet aeroplane travel.

All these phenomena of our time—seen more dramatically in the New World than elsewhere but occurring widely throughout the globe—have meant that there are far more people today than ever before, with far more time and money and transport for travel.

Now that travel is a mass movement, there are as many reasons for travel as there are travellers—though all travel is basically for pleasure and for variation. Scenery and history attract most people; many travel to visit friends and relatives; others to shop; some for cultural reasons; more for cosmopolitan pleasures; others for outdoor sports. A considerable number travel because of business conventions that move their locales.

Promotion of travel has to take account of all motivations. It has to be broad enough to cover those who want to stay at elegant resorts and those who want to sleep under canvas. It has to cater to the sophisticated and to those of simpler tastes and wants.

In response to the growing demands imposed by record levels of tourism in Canada and the planned build-up of promotional activities related to the forthcoming Centennial celebrations and Expo '67, the Canadian Government Travel Bureau increased its efforts in all major areas of its work: advertising, publicity, direct mail, travel research and special promotional projects. Overall, about 90% of its effort was put forth in the United States, the world's biggest travel market and unmistakably Canada's prime source of tourists, and about 10% in the rest of the world combined (but chiefly in Britain, France and other countries of Western Europe).

A number of important innovations or extensions of activity took place. In the advertising field, a federal-provincial "Know Canada Better" domestic advertising program was launched to stimulate interprovincial travel. The campaign was financed on a matching grant basis with a federal contribution of \$190,000. Travel film activities were extended to the European continent. Increased emphasis was placed on foreign language publicity with some of the Bureau's publications appearing in German, Dutch, Spanish and Japanese for the first time.

At Bureau headquarters, data processing equipment and a computer were installed to handle the growing travel enquiry workload more quickly and easily. The Bureau carried out the most extensive direct mail program in its history by means of this automated facility—1.6 million travel enquiries involved the mailing of nine million pieces of literature.

With the installation of new data processing equipment, the Travel Bureau was able to develop its program of travel research on a much broader basis in 1965 than in previous years. A "General Survey of Travel Enquiries" was conducted among 700,000 persons who had previously contacted the Bureau for information. A study on the volume, value and nature of interprovincial travel, the first ever undertaken, was conducted in 1965. This study will be used as

a primary to study in depth of the Canadian travel industry in 1966.

In February, Canada's first Travel Trade Mission to the Far East visited Japan and Hong Kong to promote travel to Canada with special emphasis placed on our Centennial year celebrations.

During the year the Bureau also sponsored, in co-operation with U.S. and Mexican travel authorities, a visit to Canada by 27 European travel agents and writers and arranged familiarization tours of Canada for 95 individual agents and writers.

Throughout the year, the Bureau considerably increased its co-operative activities with other important organizations involved in the development of the Canadian tourist industry. These include the provinces and various other regional authorities, the carriers, the Canadian Tourist Association; and to a great extent the forthcoming important programs of the Centennial Commission and Expo '67. For the latter organizations, the Bureau provided mailing facilities for the distribution of more than one million pieces of literature.

Export Education

The Department took on increasing interest in the availability of export education facilities for the Canadian businessman. There is growing competition in international trade. There is need to help the great numbers of Canadian manufacturers and producers whose business has been virtually totally domestic heretofore but who must be encouraged to enter the export field. It is important that general information on how to export and detailed guidance on particular aspects of marketing abroad become more available in formal ways throughout the country to the extent practicable. Canadian exporters taking advantage of such facilities could thereby the more readily become better versed and expert in international trading.

Export education is required at several levels. The need ranges from basic orientation in exporting, including an awareness of the fundamental principles and practices of selling abroad and information as to sources of help and counsel open to a Canadian exporter, through the more advanced activity of international marketing to the ultimate sophistication of international business management.

The Department's efforts, of course, take account of the important initiatives and contributions of other organizations or institutions in Canada. For example, the Canadian Export Association's Education Committee directs its activities toward the development of facilities appropriate to the post-graduate student of foreign trade and the adult executive in firms engaged at exporting. Thus, it tends to deal

with universities offering or planning courses of varying specialization. It also encourages the sponsoring of special seminars intended to examine particular markets or individual facets of international trade in detail. The Department's Assistant Deputy Minister (External Trade Promotion), by invitation, serves ex officio as a member of the Association's Education Committee.

Other entities purposefully at work include the universities themselves through their Schools of Business, and Commerce for example; provincial departments of trade and industry; the Canadian Manufacturers' Association and its Export Study Clubs across the country; individual industry associations; chambers of commerce and boards of trade. With all these organizations, the Department works in co-operation and collaboration as possible.

The Department has set itself two tasks in export education. One is its traditional effort to disseminate throughout the Canadian business community, the fruit of its continuous collecting of commercial intelligence about foreign markets and the benefit of its years of experience in export trade promotion.

It is, of course, standard practice for officers of the Department to guide and coach individual Canadian firms in export activities. In addition, departmental personnel seek opportunities to participate in annual meetings of trade associations to enhance interest in exporting and offer the Department's services and facilities.

During the year officials also took part in periodic meetings of CMA Export Study Clubs, spoke at export seminars staged by chambers of commerce and boards of trade, participated in export conferences organized by provincial departments of trade and industry, attended luncheon meetings of the Canadian Export Association and played a role in other kinds of export trade promotion forums whether sponsored privately or by government.

The departmental magazine "Foreign Trade", special trade promotional publications such as Reports of departmentally-sponsored Trade Missions and a modest advertising campaign in the domestic financial and business press were other means of export education. In particular, "Foreign Trade" magazine featured a series of articles entitled "How to Win World Markets". The series is to conclude about mid-year 1966 when all the articles will be reissued in one volume. This venture will not only up-date an earlier similar effort titled "Techniques of Export Trade" but will also be more comprehensive.

A film on the Department's services and facilities in export trade

promotion was put into planning. The booklet "Trade and Commerce At Your Service" was revised, republished and distributed through trade associations. A start was made on a lecture presentation dealing with publicity as an adjunct of export marketing. This will embrace the use of public relations programs, publicity media, advertising, the importance of co-operation of principal with agent and special trade promotional printed matter.

The second main task is encouragement to the development of courses of instruction specifically directed to the smaller Canadian businessman: the owner/operator who is relatively or totally inexperienced at export or the company executive who wants to acquire or improve his knowledge and skill at exporting. In collaboration with the Small Business Management Training Division, Technical and Vocational Training Branch of the federal Department of Labour, a basic course in the fundamentals of exporting was developed and test-offered in several business communities during 1965. The course consisted of ten two-hour sessions, given one night a week for ten successive weeks. Course Leaders were residents of the community in which the course was given, knowledgeable about exporting from practical experience. The course is available across Canada under the federal/provincial Technical and Vocational Training Program. This means that provincial departments of education accept responsibility to promote its use, and work with any competent sponsor willing to offer the course in any community. Based on test offerings in three provinces during 1965—sponsors being a provincial department of industry and commerce, a metropolitan Board of Trade, a professional organization, two chambers of commerce and the Adult Education Division of a collegiate institute board's extension department—the course was revised and reissued for general use in the Autumn of 1965. It has now been offered successfully in seven of the ten provinces. Its use is continuing and extending. In 1965, more than 200 practising or potential exporters were enrolled in course offerings. All participants are made known to the Department by the respective provincial department of education to permit follow-up contact and assistance as warranted.

Encouraged by this experience and in response to requests from course participants, the Department is now working with the federal Department of Labour to develop a more advanced course which will be concerned with international marketing. It will treat with exporting from the standpoint of company programming and organization.

Federal-Provincial Co-operation in External Trade Promotion

On December 9, 1963, in Ottawa, federal and provincial Ministers concerned with trade convened to discuss matters of mutual concern. The conference recognized that:

- (a) the Federal Government has responsibility for foreign trade policy, taking fully into account the many and varied interests throughout the country;
- (b) the federal department should continue to give leadership in external trade promotion;
- (c) the provinces have a role to play in external trade promotion by virtue of their responsibilities and activities in economic development.

The conference agreed that greater co-operation in external trade promotion activities between the two levels of government was desirable and that there should be continuing liaison with respect to common interests in export trade promotion. Frequent meetings between the federal and provincial authorities concerned were deemed desirable.

In January 1964, in Montreal, federal and provincial trade Deputy Ministers met as a result of the earlier ministerial meeting. The conference of officials was called to consider and decide upon measures for positive and realistic co-operation at both levels of government. Progress was made in developing close federal-provincial co-operation in such matters as handling trade enquiries; assistance to new Canadian exporters; co-ordination of use of trade fairs and trade missions; the use of Regional Offices of the Department of Trade and Commerce; liaison between federal and provincial commodity specialists; tours in provinces by federal officers; the federal Exporters' Directory; secondment of provincial officers to certain Trade Commissioner posts abroad for familiarization and orientation in trade promotion in the foreign market. Attention was also given to other matters such as education in export procedure; government manuals and publications dealing with exporting; and the promotion of Canadian engineering services abroad.

There was general agreement that the meeting represented an important step forward in federal-provincial co-operation in the foreign trade promotion field. Since the meeting there has been steady progress in implementing the measures agreed upon.

Meetings of a formal plenary nature involving trade Deputy Ministers and senior advisors, have occurred once annually since. In September 1964 and September 1965, by invitation, senior officers of the Department attended meetings of the Provincial Tra

and Industry Council held at Charlottetown and Quebec City respectively. At each such conference, federal officials presented the Department's plans and programs for the ensuing fiscal year. Matters of joint interest were reviewed and discussed.

The next meeting of this nature is expected to occur in September 1966 at the Provincial Trade and Industry Council conference to be convened in Victoria, B.C.

In keeping with decisions reached at meetings of trade Deputy Ministers, federal and provincial line officers concerned with trade are regularly in contact with one another. Throughout 1965, for example, in accordance with what is now routine practice, line officers in both levels of government liaised with counterparts as warranted.

These regular ad hoc contacts are not merely helpful to those concerned, they are essential to optimum results in Canada's interests. They permit reinforcement of one another's trade promotion activities. They serve to bring about sensible co-ordination of respective trade promotion efforts.

Such benefits are extremely important. Particular provinces are broadening and augmenting their activities. The federal government's own efforts are increasing and intensifying. Purposeful joint effort must be furthered.

Of prime interest to the Department is the workload borne by its Trade Commissioners abroad. Much of the provincial trade promotional efforts ultimately devolve upon the federal trade offices outside of Canada—adding to the weight of requests made direct of such offices by the Canadian business community, by the Department itself, and by the Department on behalf of other federal departments having special needs to be served. Comprehensive knowledge of total potential workload and sensible co-ordination of activity enables the Department to deploy its resources and phase work tasks to the best advantage of all.

Co-operation with the Centennial Commission and the Canadian Corporation for the 1967 World Exhibition

Seized of the national importance of the Centennial of Confederation and the New World's first Universal and International Exposition in 1967, the Department worked closely with the Centennial Commission and the management of Expo '67 to make its contribution to the planning for both events.

Of direct departmental interest were the relevance of the Centennial celebrations coast-to-coast and of Expo '67 to tourist promotion;

and the potential of Expo '67's Business Development Bureau to the furthering of Canada's foreign trade and economic growth. Essentially, 1965 was a year of planning and initial activity which chiefly involved the Department's External Trade Promotion Service.

Support for the Centennial Commission involved the Canadian Government Travel Bureau in particular. As details of events in the Centennial Program became available, Bureau personnel abroad were kept informed to enable them to publicize matters as timely and to emphasize the coast-to-coast diffusion of the celebration. Increasing reference to Centennial events was made in Bureau news releases to foreign travel media. Foreign travel writers brought to Canada for orientation on our country's travel attractions, and foreign travel trade groups convening in Canada, were given direct briefings on the Centennial Program. The Centennial celebrations were a featured item on the Federal-Provincial Tourist Conference of November 1965 in Ottawa. Planning commenced on a Centennial advertising campaign outside of Canada to be executed in the second half of 1966 by the Bureau for the Commission.

In addition, a start was made on incorporating appropriate reference to Canada's Centennial in government exhibits and displays abroad. Plans were laid for the Department's trade promotional publications to include reference to the Centennial Program. All departmental personnel abroad began to receive relevant information both to permit them to answer enquiries about the Centennial and to initiate publicity concerning it as appropriate.

Collaboration with Expo '67's management followed similar lines. Where tourism promotion was concerned, Expo '67 was featured as a highlight of the events planned for Centennial Year. Over and beyond this, the data processing equipment of the Travel Bureau was made available to Expo '67 for its mass direct mailing needs and Expo '67 literature was supplied in quantity to the Bureau for use in answering travel enquiries embracing Expo '67 and for general promotional purposes. A senior official of Travel Bureau headquarters was charged with liaison responsibilities to ensure mutual awareness and co-ordination between the Bureau and Expo '67 in their respective publicity, advertising and public relations activities outside of Canada.

In the case of Expo '67's Business Development Bureau, the Department's Trade Commissioner Service was most involved in 1965. A senior official of Trade Commissioner Service headquarters was designated liaison officer with Expo '67 management and especially the Bureau. By agreement, Trade Commissioners around the world prepared extensive lists of selected senior foreign

businessmen, foreign government officials and important national trade associations and bodies abroad, calculated to be interested in the services of the Business Development Bureau. By year end, Expo '67 had initiated a direct mail approach to the individuals and organizations named, inviting them to visit Expo '67 and use the Business Development Bureau to further their business dealings with Canada. Also by agreement, Trade Commissioners began to follow up the direct mail approach to enhance the interest of the recipients.

The Department gave a commitment to help staff the Business Development Bureau during Expo and initial planning began as to the Trade Commissioners to be seconded for such duty. Other departmental officers normally stationed in Canada undertook to promote the Business Development Bureau amongst Canadian businessmen and trade associations to encourage participation by relevant foreign principals or other business connections. To this end officials at home and abroad began to receive a periodic newsletter and basic speech material on Expo '67 in general and the Business Development Bureau in particular.

In more general terms vis-a-vis Expo '67, departmental officers from Ottawa and from trade posts within the United States visited Montreal en masse in September for a one-day briefing by Expo '67 management. Trade Commissioners visiting Canada on tour and holiday between foreign assignments made individual trips to Montreal to receive similar direct briefings.

Departmental officials designated as Canadian Delegate and Alternate Delegate to the Council of the International Bureau for Expositions, Paris maintained a watching brief for Expo '67's interests and collaborated with Expo '67 officials in connection with relevant BIE matters, rules or regulations.

APPENDICES

Appendix "A"

Head Office Directory (As of December 31, 1965)

HEAD OFFICE TRADE AND COMMERCE BUILDING

Wellington and Lyon Streets, Ottawa, Ontario.

Telex - 013424

	Government	Local
Minister: The Honourable Mitchell Sharp	2-0336,	2-0337
Executive Assistant: M. J. McCabe		2-7052
Private Secretary: Miss J. Dugal		2-0337
Deputy Minister: J. H. Warren	2-2888,	2-5838
Executive Assistant: B. Armishaw	2-2380,	2-0819
Assistant Deputy Minister (Trade Policy)		
M. Schwarzmenn	2-4042,	2-2649
Assistant Deputy Minister (Commodities and Industries)		
Denis Harvey	2-5417,	2-7056
Special Assistant: D. S. Armstrong		2-0241
Assistant Deputy Minister (External Trade Promotion)		
T. R. G. Fletcher	2-2530,	2-0798
Special Assistant: H. E. Lemieux		2-1070

TRADE POLICY SERVICE

General Director, Office of Trade Relations:		
R. E. Latimer	2-8850,	2-4815
Office of Trade Relations — Section I		
Director: W. G. Pybus		2-2981
Chief, United States Division: W. Jones		2-5176
Chief, General Relations Division: A. R. A. Gherson		2-5779
Chief, Commodity Trade Policies Division: P. T. Eastham		2-4100
Chief, Financing and Aid Division: J. R. Midwinter		2-6143
Office of Trade Relations — Section II		
Acting Director: A. W. A. Lane		2-2250
Chief, Commonwealth Division: R. B. Nickson		2-2421
Acting Chief, European Division: A. M. Baldwin		2-8727
Chief, Latin American Division: R. A. Bull		2-7641
Chief, Asia and Middle East Division: F. P. Weiser		2-5647
Chief, International Organizations Division: W. Lavoie		2-4966

COMMODITIES AND INDUSTRIES SERVICE

Agriculture and Fisheries Branch	
Director: D. B. Laughton	2-430

Assistant Director (Agriculture): A. J. Stanton	2-7523
Assistant Director (Fisheries): T. R. Kinsella	2-7385
Chief, Fisheries Division:	2-7385
Chief, Livestock and Animal Products Division: K. L. Melvin	2-3172
Acting Chief, Commodity Arrangements and Market Developments Division: D. H. Burns	2-4161
Chief, Plant Products Division:	2-7523

Industrial Materials Branch

Director: A. M. Tedford	2-6905
Assistant to the Director: A. E. Grant	2-7731
Chief, Chemicals Division: G. E. McCormack	2-5993
Chief, Forest Products Division: M. N. Murphy	2-0273
Chief, Metals and Minerals Division: R. J. Jones	2-8422

Manufacturing Industries and Engineering Branch

Director: R. A. Scoon	2-1462
Chief, Appliances and Commercial Machinery Division: G. W. Rahm	2-6950
Chief, Electrical and Electronic Equipment Division: R. Sangster	2-8897
Chief, Mechanical Equipment and Engineering Division: R. C. Wallace	2-4082
Chief, Textiles and Consumer Goods Division: A. C. Fairweather	2-6197

Transportation and Trade Services Branch

Director: G. M. Schuthe	2-6236
Assistant Director: G. A. Ferguson	2-7163
Acting Chief, Regional Offices and Trade Services Division: G. A. Cooper	2-7746
Chief, Export and Import Permits Division: S. G. Barkley	2-5670
Chief, Transportation Division: H. A. Hadskis	2-2737
(for Regional Offices see Appendix "B")	

EXTERNAL TRADE PROMOTION SERVICE

Canadian Government Exhibition Commission

2487 Kaladar Avenue, Ottawa, Ontario.

Director: Patrick Reid	2-7412,	2-3558
Assistant Director: A. D. Simmons		2-7747
Chief, Administration Division: Keith C. Stokes		2-6795
Chief, Design Division: G. E. Stranks		2-3671
Chief, Production: J. Rachlis		2-1915
Chief, International Division: R. E. H. Ogilvie		2-4139
Chief, Canadian Division: W. E. Ackland		2-7818
Chief, Confederation Train and Caravan Division: J. Delamere		2-1335

Canadian Government Travel Bureau,

150 Kent Street, Ottawa, Ontario.

Director: Dan Wallace	2-3166
Assistant Director:	2-5256
Administrator of Offices Abroad: R. D. Palmer	2-1384
Manager, Operations and Travel Information Division:	
M. E. Campeau	2-7355
Acting Chief, Publicity Division: D. Moilliet	2-6373
Chief, Publications Division: D. J. Molloy	2-5180
Chief, Tours and Conventions: J. M. Harrison	2-4714
(for Offices Abroad see Appendix "D")	

TRADE COMMISSIONER SERVICE

Director: A. P. Bissonnet	2-8286
Executive Director: C. O. R. Rousseau	2-6835
Assistant Director (Personnel): G. R. Osbaldeston	2-6800
Assistant Director (Administration): K. Osmond	2-5669
Inspector, Trade Commissioner Service: T. F. Harris	2-1366
(for Posts Abroad see Appendix "D")	

Trade Fairs and Missions Branch

Acting Director: R. V. N. Gordon	2-8269
Chief, Trade Fairs Abroad Division: F. J. Bradley	2-8855
Acting Chief, Trade Missions Division: R. B. Fournier	2-8069

Trade Publicity Branch

Director: Royd E. Beamish	2-2479,	2-6394
Chief of Operations: F. R. Hamilton		2-6435
Chief, Media Relations Division: K. A. Prittie		2-2186
Editor, Foreign Trade and Commerce extérieur:		
Miss O. Mary Hill		2-6588
Acting Chief, Art Division: R. H. Williamson		2-8922
Chief, "Canada Courier" Division: P. Bomford		2-1295
Chief, Editorial Division: T. Lazenby		2-6897

OTHER SERVICES**Economics Branch**

Director: V. J. Macklin	2-5658
General Forecasts: R. B. Crozier	2-8900
Special Assistant: P. C. Collingwood	2-7667
Special Assistant: T. R. Vout	2-5701
Secondary Industry and Capital Investment: J. H. Latimer	2-3847
Resource Industry: A. M. Coll	2-7408
General Assignments: H. R. Smale	2-5266

Grain Division

Chief: R. M. Esdale 2-5830, 2-5648

Standards Branch

Standards Building, Holland Avenue, Tunney's Pasture, Ottawa, Ontario.

Director: R. W. MacLean 2-2132

Assistant Director and Chief Engineer: G. E. Anderson 2-0020

Chief, Electricity and Gas Division: K. Cryer 2-2956

Chief, Weights and Measures Division: J. L. Armstrong 2-2000

Chief, Laboratory Division: W. J. S. Fraser 2-2575

Commodities and Precious Metals Marking: G. R. Lewis 2-7075

(for location of Standards Branch Offices see Appendix "C")

ADMINISTRATIVE SERVICES

Comptroller-Secretary: L. J. Rodger 2-7411, 2-2262

Director, Personnel Branch: P. M. Legris 2-5430

Chief, Financial Services Division: L. L. Marks 2-4312

Chief Librarian: Miss V. Martin 2-7979, 2-4667

Chief, Office Services Division: C. Drolet 2-5666

Chief, Personnel Services: W. Laskaris 2-2730

ASSOCIATED SERVICES

Dominion Bureau of Statistics

Holland Avenue, Tunney's Pasture, Ottawa, Ontario.

Dominion Statistician: Walter E. Duffett 2-0031

Publications, Information and General Inquiries 2-2959

Regional Offices

St. John's, Newfoundland Phone 578-3145

Mr. E. W. Hutchings 578-3146

Halifax, Nova Scotia 423-7387

Mr. A. B. MacKay

Montreal, Quebec 875-2050

Mr. Pierre Gadbois

Ottawa, Ontario. 992-0256

Mr. J. N. Bougie

Toronto, Ontario 362-6211

Mr. A. G. Metcalfe

Winnipeg 1, Manitoba 943-4528

Mr. G. S. Howell

Edmonton, Alberta 424-0251

Mr. A. Ustenov

Vancouver 1, British Columbia 681-5288

Mr. R. M. Kincade

Export Credits Insurance Corporation

309 Cooper Street, P.O. Box 655, Ottawa, Ontario.

President and General Manager: H. T. Aitken	232-4828
Vice-President: A. W. Thomas	232-4828
Montreal Branch, Room 803, 407 McGill Street	288-9012
Toronto Branch, Room 1510, 55 York Street	364-5778
(Represented in Halifax, Winnipeg, and Vancouver by the Regional Offices of the Department of Trade and Commerce.)	

Translation Branch

Trade and Commerce Buiding, Ottawa, Ontario.

	Government	Local
Chief: Raymond Aupy	2-2760	
Assistant: Miss M. Terrien	2-2760	

Appendix "B"

Regional Offices of the Department (As of December 31, 1965)

St. John's, Nfld., Sir Humphrey Gilbert Building,

Duckworth Street, (P.O. Box 5458)

Phone: 578-2698

Regional Officer: Mrs. B. Robertson

Telex: 016282

Halifax, N.S., 5525 Artillery Place

Phone: 422-8491-2-3

Regional Manager: D. J. Packman

Telex: 014-42429

Montreal 2, P.Q., Room 2325,

1 Place Ville Marie

Phone: 878-9114

Acting Regional Manager: R. C. Montreuil

Telex: 0120280

Winnipeg 1, Man., Room 521, 269 Main Street ...

Phone: 943-7496

Acting Regional Manager: G. A. Gillespie

Telex: 035287

Edmonton, Alta., Oliver Building,

10225-100th Avenue

Phone: 422-7178

Regional Manager: W. Mackenzie Hall

Telex: 037-2762

Vancouver 2, B.C., Room 405,

325 Granville Street

Phone: MU1-7161

Regional Manager: R. F. Renwick

Telex: 045391

Appendix "C"

Location of Standards Branch Offices (as of December 31, 1965)

ELECTRICITY AND GAS

Mr. J. M. Taylor,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 5160, Customs Bldg.,
ST. JOHN'S, NFLD.

Mr. J. F. Strain,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 811, Dominion Bldg.,
CHARLOTTETOWN, P.E.I.

Mr. R. C. Bruce,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 533, Ralston Bldg.,
HALIFAX, N.S.

Mr. R. N. Beattie,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Standards Bldg.,
Bayside Drive,
EAST SAINT JOHN, N.B.

Mr. J. R. Trudel,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
2 St-Andre Street, Room 205,
Customs Bldg.,
QUEBEC, P.Q.

Mr. G. Readman,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 876, Federal Bldg.,
THREE RIVERS, P.Q.

Mr. J. F. Neysmith,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
2025 Fullum Street,
MONTREAL, P.Q.

Mr. W. F. Miller,
District Inspector of Electricity
and Gas,
Standards Branch,
Dept. of Trade and Commerce,
Room 231, Standards Branch Bldg.,
Tunney's Pasture,
OTTAWA, ONTARIO.

Mr. T. G. Murphy,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 308, 212 Federal Bldg.,
BELLEVILLE, ONTARIO.

Mr. W. R. McEown,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Standards Bldg.,
1859 Leslie Street,
DON MILLS, ONTARIO.

Mr. C. D. Briggs,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
605 Dominion Public Bldg.,
P.O. Box 186,
HAMILTON, ONTARIO.

Mr. J. Fleming,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 192, Dominion Public Bldg.,
LONDON, ONTARIO.

Mr. G. O. Piirainen,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 308, New Federal Bldg.,
P.O. Box 68,
SUDBURY, ONTARIO.

Mr. J. F. Briggs,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Federal Bldg.,
130 South Syndicate Avenue,
FORT WILLIAM, ONTARIO.

Mr. N. H. Young,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 507, Dominion Public Bldg.,
WINNIPEG 1, MANITOBA.

Mr. W. E. Fletcher,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Standards Division Bldg.,
1620 Albert Street,
REGINA, SASKATCHEWAN.

Mr. A. S. Park,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
411-1st Street East,
CALGARY, ALBERTA.

WEIGHTS AND MEASURES

Mr. S. C. Crisby,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 5757,
ST. JOHN'S, NFLD.

Mr. J. I. Trainor,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 1312, Dominion Bldg.,
CHARLOTTETOWN, P.E.I.

Mr. H. A. Waterhouse,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
450 Edmonton Federal Bldg.,
EDMONTON, ALBERTA.

Mr. R. G. D. Ward,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
3625 Lougheed Highway,
VANCOUVER 12, B.C.

Mr. G. S. Penman,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
414 Belmont Bldg.,
VICTORIA, B.C.

Mr. A. L. Heaven,
Electricity and Gas Division,
Standards Branch,
Dept. of Trade and Commerce,
Old Post Office Bldg.,
P.O. Box 87,
PENTICTON, B.C.

Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Standards Bldg.,
Bayside Drive,
EAST SAINT JOHN, N.B.

Mr. A. A. Baird,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 442, Ralston Bldg.,
1557 Hollis Street,
HALIFAX, N.S.

Mr. P. E. Boyer,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 305A, Customs Bldg.,
2 St.-Andre Street,
QUEBEC, P.Q.

Mr. C. Roberge,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 354,
202 Federal Bldg.,
THREE RIVERS, P.Q.

Mr. J. H. L. Couture,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 1148,
76 Couture Street,
SHERBROOKE, P. Q.

Mr. J. A. R. Caron,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
2025 Fullum Street, Room 12,
MONTREAL 23, P.Q.

Mr. J. O. A. Poirier,
District Insp. of Weights & Measures,
Standards Branch,
Dept. of Trade and Commerce,
Room 230, Standards Branch Bldg.,
Tunney's Pasture,
OTTAWA, ONTARIO.

Mr. M. V. Chartrand,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
P.O. Box 308,
BELLEVILLE, ONTARIO.

Mr. J. W. Kokesh,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Standards Bldg.,
1859 Leslie Street,
DON MILLS, ONTARIO.

Mr. C. J. Joyce,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 521, National Revenue Bldg.,
150 Main St., West,
HAMILTON, ONTARIO.

Mr. G. L. Breckon,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
457 Richmond Street,
Dominion Public Bldg.,
LONDON, ONTARIO.

Mr. W. H. Staple,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Room 317, Federal Bldg.,
P.O. Box 68,
SUDBURY, ONTARIO.

Mr. R. F. G. Rickards,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Federal Bldg.,
130 South Syndicate Avenue,
FORT WILLIAM, ONTARIO.

Mr. H. B. Taylor,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
539 Dominion Public Bldg.,
WINNIPEG 1, MANITOBA.

Mr. J. B. Fletcher,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Standards Division Bldg.,
1620 Albert Street,
REGINA, SASKATCHEWAN.

Mr. J. W. Setter,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
Weights & Measures Bldg.,
326-1st Avenue, South,
SASKATOON, SASKATCHEWAN.

Mr. L. M. Kyle,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
9724-102A Avenue,
EDMONTON, ALBERTA.

Mr. M. D. Huckabay,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
1415-1st Street, East,
CALGARY, ALBERTA.

PRECIOUS METALS MARKING

Mr. K. W. Forbes,
Insp. of Standards, P.M.M.A.,
Standards Branch,
Dept. of Trade and Commerce,
Room 451, Dominion Public Bldg.,
1 Front Street, West,
TORONTO, ONTARIO.

Mr. A. Renaud,
Insp. of Standards, P.M.M.A.,
Standards Branch,
Dept. of Trade and Commerce,
Room 831, 400 Youville Square,
MONTREAL, P.Q.

Mr. W. M. Winram,
Weights & Measures Division,
Standards Branch,
Dept. of Trade and Commerce,
3625 Lougheed Highway,
VANCOUVER 12, B.C.

Mr. K. C. West,
Insp. of Standards, P.M.M.A.,
Standards Branch,
Dept. of Trade and Commerce,
3625 Lougheed Highway,
VANCOUVER 12, B.C.

Appendix "D"

Location of Trade Commissioner Service Posts Abroad (as of December 31, 1965)

Territory	Officers	Address
Argentina — Buenos Aires .. (Territory includes: Paraguay)	M. B. Bursey, Commercial Counsellor H. E. Ryan, Assistant Commercial Secretary (Agriculture)	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES.
Australia Sydney (Territory includes: States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies)	J. A. Stiles, Commercial Counsellor for Canada R. L. Richardson, Assistant Commercial Secretary A. D. Schulman, Assistant Commercial Secretary	P.O. Box 3952, G.P.O. A.M.P. Building, 21st Floor, Circular Quay, SYDNEY.
Melbourne (Territory includes: States of Victoria, South Australia, Western Australia, Tasmania)	H. A. Gilbert, Commercial Counsellor for Canada R. D. Lucas, Assistant Commercial Secretary J. D. Tennant, Assistant Commercial Secretary	Mobil Centre, 2 City Road, MELBOURNE.
Canberra	J. B. O'Neill, Commercial Counsellor D. I. Campbell, Assistant Commercial Secretary	Office of the High Commissioner for Canada Commonwealth Avenue, CANBERRA.
Austria — Vienna (Territory includes: Albania, Bulgaria, Czechoslovakia, Hungary, Rumania, Yugoslavia)	C. F. Wilson, Minister-Counsellor (Commercial) F. I. Wood, Commercial Secretary R. G. Godson, Assistant Commercial Secretary R. J. L. Berlet, Assistant Commercial Secretary	Canadian Embassy, P.O. Box 190, Vienna 1/8 Obere Donaustrasse 49/51 VIENNA II.
Belgium — Brussels (Territory includes: European Economic Community, European Atomic Energy Community, European	D. M. Holton, Commercial Counsellor M. Faguy, Assistant Commercial Secretary	Canadian Embassy, 35 rue de la Science, BRUSSELS 4.

Territory	Officers	Address
Coal and Steel Community. Other countries: Luxembourg)		
Brazil	C. M. Forsyth-Smith, Commercial Counsellor J. P. Richards, Assistant Commercial Secretary	Canadian Embassy, Caixa Postal 2164-ZC-00, Edificio Metropol, Av. Presidente Wilson 165, RIO DE JANEIRO.
Sao Paulo	C. T. Charland, Consul and Trade Commissioner R. W. Burchill, Vice Consul and Assistant Trade Commissioner	Canadian Consulate, Caixa Postal 6034, Edificio Alois, Rua 7 de Abril 252, SAO PAULO.
Britain	L. H. Ausman, Minister (Commercial)	Office of the High Commissioner for Canada, One Grossvenor Square, LONDON, W.1.
London	W. D. Wallace, Commercial Counsellor	
	G. E. Woollam, Commercial Counsellor (Agriculture)	
	J. M. Rochon, Commercial Counsellor (Metals and Minerals)	
	H. M. Maddick, Commercial Counsellor	
	W. M. Miner, Commercial Secretary (Agriculture)	
	E. J. Ward, Commercial Secretary (Timber)	
	O. Hickie, Commercial Secretary (Timber)	
	R. M. Shaw, Attaché (Publicity)	
	E. L. Bobinski, Assistant Commercial Secretary	
	M. R. Bell, Assistant Commercial Secretary	
	H. G. Garland, Attaché (Fisheries)	
	Miss M. A. Armstrong, Attaché (Exhibitions)	
Liverpool (Territory includes: Midlands, North England)	W. R. Van, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL.
	K. R. Higham, Assistant Trade Commissioner	

Territory	Officers	Address
Glasgow (Territory includes: Scotland)	Finlay Sim, Canadian Government Trade Commissioner D. G. Nelson, Assistant Trade Commissioner	Cornhill House, 144 West George St., GLASGOW C. 2.
Belfast (Territory includes: Northern Ireland)	Finlay Sim, Canadian Government Trade Commissioner D. G. Nelson, Assistant Trade Commissioner	15-17 Chichester St., BELFAST 1
Cameroun Yaounde (Territory includes: Central African Republic, Chad, Congo (Brazzaville), Gabon)		Canadian Embassy, P.O. Box 572, Soppo Prisco Bldg., rue Joseph Clerc, YAOUNDE.
Ceylon Colombo		Commercial Division, Office of the High Commissioner for Canada, P.O. Box 1006, 6 Gregory's Road, Cinnamon Gardens, COLOMBO.
Chile Santiago	R. E. Gravel, Commercial Counsellor Z. W. Burianyk, Assistant Commercial Secretary	Canadian Embassy, Casilla 771, Agustinas 1225, 5th Floor, SANTIAGO.
Columbia—Bogota (Territory includes: Ecuador)	J. G. Ireland, Commercial Secretary J. C. Bradford, Assistant Commercial Secretary	Canadian Embassy, Apartado Aereo 8582, Edificio Banco de Los Andes, Carrera 10, No. 16-92, BOGOTA.
Congo Leopoldville		Chargé d'Affaires, Canadian Embassy, Boîte Postale 8341, C.C.C.I. Building, Boulevard Albert 1 ^{er} , LEOPOLDVILLE 1.
Cuba Havana		Commercial Division, Canadian Embassy, Gaveta 6125, Calle 30 No. 518 esquina, 7 ^a Avenida, Miramar, HAVANA.
Denmark Copenhagen	K. Nyenhuis, Commercial Counsellor	Canadian Embassy, Prinsesse Maries Allé 2,

Territory	Officers	Address
(Territory includes: Greenland, Poland)	G. H. Musgrove, Assistant Commercial Secretary (Agriculture)	COPENHAGEN V.
Dominican Republic Santo Domingo (Territory includes: Puerto Rico)	J. E. Kepper, Acting Commercial Secretary	Canadian Embassy, Apartado 1393, Edificio Copello 408, Calle El Conde, SANTO DOMINGO.
France—Paris (Territory includes: Algeria, Morocco)	R. Campbell Smith, Minister-Counsellor (Economic/Commercial) J. E. Montgomery, Commercial Secretary (Agriculture) G. P. Morin, Assistant Commercial Secretary D. H. M. Branion, Assistant Commercial Secretary C. J. St. Pierre, Assistant Commercial Secretary	Canadian Embassy, 35 Avenue Montaigne, PARIS 8 ^e .
Germany—Bad Godesberg (Territory includes: States of Baden- Wuerttemberg, Bavaria, Hesse, Rhineland- Palatinate, Saar; West Berlin)	H. J. Horne, Commercial Counsellor W. F. Hillhouse, Commercial Counsellor (Agriculture) R. J. Buchan, Assistant Commercial Secretary	Canadian Embassy, Kennedy-Allee 35, BAD GODESBERG.
Duesseldorf (Territory includes: State of North Rhine- Westphalia)	H. E. Campbell, Consul J. A. Elliott, Consul G. D. Valentine, Vice Consul	Canadian Consulate, Koenigsallee 82, 4 DUESSELDORF 1.
Hamburg (Territory includes: City States of Bremen and Hamburg; States of Lower Saxony and Schleswig-Holstein)	R. W. Blake, Consul General D. S. McCracken, Consul	Canadian Consulate General, Ferdinandstrasse 69, HAMBURG.
Ghana—Accra (Territory includes: Guinea, Ivory Coast, Liberia, Mali, Mauretania, Togo, Upper Volta)	V. B. Chew, Commercial Secretary	Office of the High Commissioner for Canada, P.O. Box 1639, E 115/3 Independence Ave., ACCRA.
Greece—Athens (Territory includes:	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 31 Vassilissis Sophias Ave.,

Territory	Officers	Address
Turkey)	E. E. Price, Assistant Commercial Secretary	ATHENS 138.
Guatemala—Guatemala City (Territory includes: Costa Rica, El Salvador, Honduras, Nicaragua, Panama, and Canal Zone)	J. H. Nelson, Commercial Secretary P. D. Donohue, Assistant Commercial Secretary	Canadian Embassy, P.O. Box 400, 5a Avenida 11-70, Zone 1, GUATEMALA CITY.
Haiti Port au Prince		Chargé d'Affaires, a.i., and Consul, Canadian Embassy, P.O. Box 826, Route du Canape Vert, St. Louis de Turgeau, PORT AU PRINCE.
Hong Kong—Hong Kong .. (Territory includes: Cambodia, Communist China, Laos, Vietnam, Macao)	R. K. Thomson, Senior Canadian Government Trade Commissioner P. M. Roberts, Trade Commissioner R. G. Woolham, Trade Commissioner A. Blum, Assistant Trade Commissioner	P.O. Box 126, P & O Building, 11th Floor, 21-23, Des Voeux Road, Central, HONG KONG.
India—New Delhi (Territory includes: all Indian States except Gujerat, Maharashtra, Andhra Pradesh, Mysore, Madras, Kerala. Other countries: Bhutan, Nepal, Sikkim)	R. R. Parlour, Commercial Counsellor for Canada W. G. Roberts, Assistant Commercial Secretary	P.O. Box 11, 13 Golf Links Road, NEW DELHI 1.
Bombay—Bombay 1 (Territory includes: States of Gujerat, Maharashtra, Andhra Pradesh, Mysore, Madras, Kerala)	S. G. Harris, Canadian Government Trade Commissioner	P.O. Box 886, Gresham Assurance House, Mint Road, BOMBAY 1-BR.
Iran Tehran	W. Gibson-Smith, Commercial Counsellor	Canadian Embassy, P.O. Box 1610, Bezrouke Building, Corner of Takht Jamshid Ave. and Forsat St., TEHRAN.
Ireland Dublin	W. G. Huxtable, Commercial Secretary for Canada	66 Upper O'Connell St., DUBLIN.
Israel—Tel Aviv	B. C. Steers,	Canadian Embassy,

Territory	Officers	Address
(Territory includes: Cyprus)	Commercial Secretary for Canada D. S. Armour, Assistant Commercial Secretary	P.O. Box 20140, 84 Hahashmonaim St., TEL AVIV.
Italy—Rome (Territory includes: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other countries; Libya, Malta)	J. H. Stone, Commercial Counsellor W. J. Jenkins, Commercial Secretary J. J. R. Gagnon, Assistant Commercial Secretary	Canadian Embassy, Via G. B. De Rossi 27, ROME.
Milan—Milan (Territory includes: Provinces of Emilia- Romagna, Lombardia, Piedimonte, Trentino- Alto Adige, Veneto, Liguria, Trieste, Valle D'Aosta, Friuli-Venezia)	A. B. Brodie, Consul General and Trade Commissioner N. R. Cumming, Consul and Assistant Trade Commissioner C. E. Rnfelds, Consul and Assistant Trade Commissioner	Canadian Consulate General, C.P. 3977, Via Pirelli 19, MILAN.
amaica—Kingston (Territory includes: Bahamas, British Honduras)	L. D. Burke, Commercial Secretary D. I. Ditto, Assistant Commercial Secretary	Office of the High Commissioner for Canada, P.O. Box 225, 32 Duke St. (corner Duke and Barry Sts.), KINGSTON.
apan—Tokyo (Territory includes: Korea, Okinawa)	J. C. Britton, Minister (Commercial) W. G. Brett, Commercial Secretary R. A. Food, Assistant Commercial Secretary E. L. Gray, Assistant Commercial Secretary (Agriculture)	Canadian Embassy, c/o Akasaka Post Office, 16, Omote-Machi, 3-chome, Akasaka, Minato-ku, TOKYO.
ebanon—Beirut (Territory includes: Iraq, Jordan, Persian Gulf area, Saudi Arabia, Syria)	I. V. Macdonald, Commercial Counsellor R. H. M. Cathcart, Assistant Commercial Secretary V. G. Lotto, Assistant Commercial Secretary	Canadian Embassy, Boîte Postale 2300, Alpha Building, Rue Clemenceau, BEIRUT.
alaysia—Kuala Lumpur .. (Territory includes: Brunei, Burma)	P. Stuchen, Commercial Counsellor	Office of the High Commissioner for Canada, P.O. Box 990, Great Eastern Life Assurance Co. Bldg.,

Territory	Officers	Address
		44 Ampang Road, KUALA LUMPUR.
Mexico Mexico	M. B. Blackwood, Commercial Counsellor J. E. G. Gibson, Assistant Commercial Secretary R. A. Kilpatrick, Assistant Commercial Secretary	Canadian Embassy, Apartado Postal 5-364, Melchor Ocampo 463, 7th Floor, MEXICO 5.
Netherlands The Hague	D. A. B. Marshall, Commercial Counsellor J. B. McLaren, Commercial Secretary	Canadian Embassy, Sophialaan 5-7, THE HAGUE.
New Zealand—Wellington .. (Territory includes: Fiji, Tahiti, Tonga, Western Samoa)	W. B. McCullough, Commercial Counsellor C. A. Carruthers, Assistant Commercial Secretary	Office of the High Commissioner for Canada, P.O. Box 1660, ICI Building, 3rd Floor, Molesworth Street, WELLINGTON.
Nigeria—Lagos (Territory includes: Dahomey, Gambia, Niger, Senegal, Sierra Leone)	G. F. Mintenko, Commercial Secretary H. R. Wilson, Assistant Commercial Secretary	Office of the High Commissioner for Canada, P.O. Box 851, Barclays Bank Building, 4th Floor, 40 Marina Road, LAGOS.
Norway—Oslo (Territory includes: Iceland)	J. E. P. Lancaster, Commercial Counsellor	Canadian Embassy, Fridtjof Nansens plass 5, OSLO 1.
Pakistan—Karachi (Territory includes: Afghanistan)	R. D. Sirrs, Commercial Secretary R. D. Lee, Assistant Commercial Secretary	Office of the High Commissioner for Canada, P.O. Box 3703, Hotel Metropole, Victoria Road, KARACHI.
Peru—Lima (Territory includes: Bolivia)	K. G. Ramsay, Commercial Counsellor A. T. Eyton, Assistant Commercial Secretary	Canadian Embassy, Casilla 1212, Edificio El Pacifico, Corner Avenida Arequipa and Plaza Washington, LIMA.
Philippines—Manila (Territory includes: Republic of China (Taiwan))	J. L. Mutter, Consul General and Trade Commissioner R. C. Anderson, Consul and Trade Commissioner	Canadian Consulate General, P.O. Box 1825, L & S Building, 3rd Floor 1414 Dewey Boulevard, MANILA.
Portugal—Lisbon (Territory includes:	M. S. Strong, Commercial Counsellor	Canadian Embassy, Rua Marques de Fronteira

Territory	Officers	Address
Angola, Azores, Cape Verde Islands, Madeira, Portuguese Guinea)	P. A. Thébèrge, Assistant Commercial Secretary	No. 8—4 ^o D ^o , LISBON.
Singapore—Singapore (Territory includes: Thailand)	J. H. Bailey, Canadian Government Trade Commissioner F. M. Mulkern, Assistant Trade Commissioner	P.O. Box 845, American International Building, Robinson Road and Telegraph St., SINGAPORE.
South Africa—Johannesburg (Territory includes: States of Natal, Orange Free State, Transvaal. Other countries: Malagasy, Mauritius, Mozambique, Reunion)	C. R. Gallow, Canadian Government Trade Commissioner S. B. McDowall, Assistant Trade Commissioner	P.O. Box 715, Mobil House, 17th Floor, Corner Rissik and Villiers Sts., JOHANNESBURG.
Cape Town (Territory includes: Cape Province. Other countries: St. Helena, South West Africa)	H. W. Richardson, Canadian Government Trade Commissioner D. H. Leavitt, Assistant Trade Commissioner	P.O. Box 683, African Life Centre, 13th Floor, St. George's St., CAPE TOWN.
Spain—Madrid (Territory includes: Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Spanish Sahara)	L. A. Campeau, Commercial Counsellor R. M. Dawson, Commercial Secretary	Canadian Embassy, Apartado 117, Edificio Espana, Avenida de Jose Antonio 88, MADRID.
Sweden—Stockholm (Territory includes: Finland)	G. A. Browne, Commercial Counsellor for Canada J. P. Bell, Assistant Commercial Secretary	P.O. Box 14042, Skeppsbron 24, STOCKHOLM.
Switzerland—Berne (Territory includes: Tunisia)	S. G. MacDonald Commercial Counsellor	Canadian Embassy, Kirchenfeldstrasse 88, BERNE.
Trinidad and Tobago (Territory includes: Barbados, Leeward and Windward Islands, British Guiana, French Guiana, Surinam, Guadeloupe, Martinique)	L. D. R. Dyke, Commercial Secretary D. H. Clemons, Assistant Commercial Secretary	Office of the High Commissioner for Canada, P.O. Box 1246, Colonial Building, 72 South Quay, PORT-OF-SPAIN.
Union of Soviet Socialist Republics Moscow	J. M. T. Thomas, Commercial Secretary Y. C. Jauron, Assistant Commercial Secretary	Canadian Embassy, 23 Starokonyushenny Pereulok, MOSCOW.
United Arab Republic—		Commercial Counsellor,

Territory	Officers	Address
Cairo (Territory includes: Aden, Sudan, Ethiopia, Yemen)		Canadian Embassy, Kasr el Doubara Post Office, 6 Sharia Rouston Pasha, Garden City, CAIRO.
United States Washington	S. G. Tregaskes, Commercial Counsellor G. W. Green, Commercial Counsellor W. R. Hickman, Commercial Counsellor (Agriculture) N. W. Boyd, Commercial Secretary Miss V. F. Wightman, Attaché (Agriculture) N. R. Chappell, Counsellor (Energy)	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON.
New York City (Territory includes: States of Connecticut, New Jersey (eleven northern counties), New York. Other countries: Bermuda)	C. J. Van Tighem, Deputy Consul General (Commercial) A. A. Lomas, Consul and Trade Commissioner C. G. Bullis, Consul and Trade Commissioner George Hazen, Vice Consul and Assistant Trade Commissioner J. D. Welsh, Vice Consul and Assistant Trade Commissioner	Canadian Consulate General, 680 Fifth Ave., NEW YORK CITY.
Boston (Territory includes: States of Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)	M. R. M. Dale, Consul and Senior Trade Commissioner W. A. Stewart, Consul and Trade Commissioner D. S. Baker, Vice Consul and Assistant Trade Commissioner	Canadian Consulate General, 607 Boylston St., BOSTON.
Chicago (Territory includes: States of Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska)	D. H. Cheney, Consul and Senior Trade Commissioner R. H. Gayner, Consul and Trade Commissioner M. Rowan, Consul and Assistant Trade Commissioner L. G. Lee,	Canadian Consulate General, 310 South Michigan Ave., Suite 2000, CHICAGO.

Territory	Officers	Address
	Vice Consul and Assistant Trade Commissioner	
Cleveland (Territory includes: State of Ohio)	A. W. Evans, Consul and Senior Trade Commissioner N. L. Currie, Consul and Trade Commissioner	Canadian Consulate, Illuminating Building, 55 Public Square, CLEVELAND.
Detroit (Territory includes: State of Michigan)	H. S. Hay, Consul and Trade Commissioner K. D. Taylor, Consul and Assistant Trade Commissioner	Canadian Consulate, 1139 Penobscot Building, DETROIT.
Los Angeles (Territory includes: States of California (ten southern counties), Arizona, New Mexico, and Clark County in Nevada)	F. B. Clark, Consul and Senior Trade Commissioner L. J. Taylor, Consul and Trade Commissioner J. H. Suggitt, Consul and Assistant Trade Commissioner	Canadian Consulate General, 510 West Sixth St., LOS ANGELES.
New Orleans (Territory includes: States of Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	P. A. Savard, Consul and Trade Commissioner G. E. Blackstock, Consul and Trade Commissioner R. E. Pedersen, Vice Consul and Assistant Trade Commissioner	Canadian Consulate General, 225 Baronne St., Suite 1710, NEW ORLEANS.
Philadelphia (Territory includes: States of Delaware, Maryland, New Jersey (nine southern counties), Pennsylvania, Virginia, West Virginia)	W. J. Millyard, Consul and Trade Commissioner R. F. Turcotte, Consul and Assistant Trade Commissioner	Canadian Consulate, 3 Penn Center Plaza, PHILADELPHIA.
San Francisco (Territory includes: States of California (except the ten southern counties), Wyoming, Nevada (except Clark County), Utah, Colorado, Hawaii)		Consul General, Canadian Consulate General, 333 Montgomery St., SAN FRANCISCO.
Seattle (Territory includes: States of Oregon, Idaho, Washington, Montana, Alaska)		Consul General, Canadian Consulate General, 1308 Tower Building, Seventh Avenue at Olive Way, SEATTLE.

Territory	Officers	Address
Uruguay—Montevideo (Territory includes: Falkland Islands)	B. S. Shapiro, Commercial Counsellor	Canadian Embassy, Casilla Postal 852, No. 1409 Avenida Agraciada, Piso 7º, MONTEVIDEO.
Venezuela—Caracas (Territory includes: Netherlands Antilles)	J. D. Blackwood, Commercial Secretary J. R. Caux, Assistant Commercial Secretary	Canadian Embassy, Apartado 11452-Este, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, CARACAS.

Appendix "E"

Location of Canadian Government Travel Bureau Offices Abroad. (As of December 31, 1965).

Eastern and Midwest United States

General Manager	Mr. Percy T. Cole, Eastern and Midwestern U.S.A., Room 1202, 680 Fifth Avenue, New York, New York, 10019.
Boston	Mr. John R. Akin, Manager, The Prudential Center, 263 Plaza, Boston, Massachusetts, 02199.
Chicago	Mr. Dermot Dunwoody, Manager, 102 West Monroe Street, Chicago, Illinois, 60603.
Cincinnati	Mr. Donald E. Alexander, Manager, Room 1312, Enquirer Building, 617 Vine Street, Cincinnati, Ohio, 45202.
Cleveland	Mr. Ronald Gray, Manager, Winous-Point Bldg., 1250 Euclid Avenue, Cleveland, Ohio, 44115.
Detroit	Mr. Roger Cloutier, Acting Manager, Book Building, 1257-1259 Washington Blvd., Detroit, Michigan, 48226.
Indianapolis	Mr. Peter J. Fraser, Room 502, Merchants Bank Building, 11 South Meridian Street, Indianapolis, Indiana, 46204.
Minneapolis	Mr. Hector L. Crombie, Manager, 124 South 7th Street, Northstar Center, Minneapolis, Minnesota, 55402.
New York	Mr. Roly deGrosbois, Manager, 680 Fifth Avenue, New York, New York, 10019.

Philadelphia	Mr. Courtney B. Chick, Manager, Suite 305, Three Penn Center, Philadelphia, Pennsylvania, 19102.
Rochester	Mr. Harold E. Betts, Manager, 247 Midtown Plaza, Rochester, New York, 14604.
Washington	Miss S. Power-Kent, Manager, R.C.A. Building, 1725 K Street, N.W., Washington, D.C., 20006.
Western United States and Pacific Area	
General Manager	Mr. Alan Field, General Manager, Western United States and Pacific Area, Golden Gateway Center, 155 Jackson Street, Room 1408 San Francisco, California, 94111
Los Angeles	Mr. Greg Loney, Manager, 510 West 6th Street, Los Angeles, California, 90014.
Mexico	Miss Annette Fortier, Manager, 9th Floor, 110 Avenida Morelos, Mexico, D. F., Mexico.
San Francisco	Mr. Gerry J. Baxter, Acting Manager, 1 Second Street, Corner of Market, San Francisco, California, 9410
Seattle	Mr. Thomas L. Hill, Manager Room 1300, Tower Building, 7th Avenue at Olive Way, Seattle, Washington, 98101.
Tokyo	Mr. Melville R. Scott, Manage Palace Hotel, 10, 1-Chome, Marunouchi, Tokyo, Japan.
Europe	
General Manager	Mr. George W. Powell, European General Manager, Macdonald House, Room 326, 1 Grosvenor Square, London, W. 1, England.

- Frankfurt** Mr. Otto Tiessen, Manager,
Staatliches Kanadisches,
Fremdenverkehrsamt,
6 Frankfurt/Main,
Kaiserstrasse 59,
West Germany.
- London** Mr. A. R. Peers, Manager,
19 Cockspur Street,
London S.W. 1, England.
- Paris** Mr. Pierre Turcotte, Manager,
4 rue Scribe,
Paris IX, France.

Appendix "F"

Tariff Arrangements in Force as of December 31, 1965

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Guiana, British Honduras, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand and Britain and its dependent territories, except Hong Kong and the South Arabian Federation. Canada also exchanges preferences with Ceylon, Cyprus, Gambia, Malawi, Malaysia, Malta, Singapore and Zambia and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Sierra Leone, Tanzania and Uganda. Many of these countries are also members of the GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged and exchanged preferences with Western Samoa.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of the GATT increased by two during 1965 and at the end of the year there were 66 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Switzerland, Tunisia, Argentina, Yugoslavia, the United Arab Republic and Iceland are provisional members. The GATT is applied on a de facto basis to a number of newly independent states, Algeria, Congo (Leopoldville), Mali, Zambia, Rwanda and Singapore, pending final decisions as to their future commercial policy. Two other countries, Cambodia and Poland, while not members, participate in the work of the GATT.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding tariff agreements and arrangements in force on December 31, 1965 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Tariff Treatment
Australia	Trade Agreement signed Feb. 12, 1960, in force June 30, 1960. GATT effective Jan. 1, 1948.	Agreement includes schedules of tariff rates and margins and exchange of British preferential rates on items not scheduled. May be terminated on six months' notice.
Britain	Trade Agreement signed Feb. 23, 1937; effective Sept. 1, 1937; modified by exchanges of letters Nov. 16, 1938, and Oct. 20, 1947. GATT effective Jan. 1, 1948.	Various concessions are granted by each country including exchange of preferential tariff rates. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trusteeships.
British Caribbean Bahamas, Barbados, Bermuda, British Guiana, British Honduras, Leeward Islands, and Windward Islands.	Canada-British West Indies Trade Agreement signed July 6, 1925, in force Apr. 30, 1927; Canadian notice of termination of Nov. 23, 1938, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Barbados, Bermuda, British Guiana, British Honduras, the Leeward Islands, and Windward Islands, participate in GATT.	The parties exchange specified tariff preferences. Agreement may be terminated on six months' notice.
Ceylon	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange preferential tariff treatment.
Cyprus	GATT effective Aug. 16, 1960.	Canada exchanges preferential tariff treatment with Cyprus.
Gambia	GATT effective Feb. 18, 1965.	Canada and Gambia exchange preferential tariff treatment.
Ghana	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 18, 1957.	Canada accords British preferential treatment to Ghana, (except on cocoa beans). Ghana extends most-favoured-nation treatment to Canada.

Country	Agreement	Tariff Treatment
India	Since 1897 Canada has unilaterally accorded British preferential treatment without contractual obligation. GATT effective July 8, 1948.	Canada accords British preferential treatment to India. India extends most-favoured-nation treatment to Canada.
Jamaica	Relations are based on Canada-West Indies Trade Agreement (See British Caribbean). GATT effective Aug. 6, 1962.	The parties exchange specified tariff preferences. Agreement may be terminated on six months notice.
Kenya	GATT effective Dec. 12, 1963.	Canada accords British preferential tariff treatment to Kenya. Kenya extends most-favoured-nation treatment.
Malawi	Malawi and Canada observe the terms of the 1958 Trade Agreement between Canada and the former Federation of Rhodesia and Nyasaland.	Canada exchanges preferential tariff treatment with Malawi.
Malaysia	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.	Canada and Malaysia exchange preferential tariff treatment.
Malta	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1964.	Canada exchanges British preferential tariff treatment with Malta.
New Zealand	Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	The parties exchange specific preferences on scheduled goods and reciprocally grant British preferential rates on items not scheduled. May be terminated on six months notice.
Nigeria Federation of	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Nigeria extends most-favoured-nation treatment to Canada.
Pakistan	Canada unilaterally accords British preferential treatment without	Canada accords British preferential treatment to Pakistan.

Country	Agreement	Tariff Treatment
	contractual obligation. GATT effective July 30, 1948.	Exchange of most-favoured-nation treatment.
Rhodesia	Canada does not recognize the present Government of Rhodesia.	Effective Nov. 11, 1965, Canada withdrew preferential treatment from Rhodesian goods, making them liable to the general tariff rate. Effective Dec. 31, 1965, Rhodesia withdrew preferential treatment from Canadian goods and required that they pay the most-favoured-nation rate.
Sierra Leone	GATT effective April 27, 1961.	Exchange of most-favoured-nation treatment. Canada accords British preferential treatment to Sierra Leone. Sierra Leone extends most-favoured nation tariff treatment to Canada.
Singapore	GATT effective de facto Aug. 9, 1965, pending Singapore's decision on commercial policy. GATT effective Aug. 31, 1962.	Canada and Singapore exchange preferential treatment.
Trinidad and Tobago	Relations are based on Canada-West Indies Trade Agreement (See British Caribbean). GATT effective Aug. 31, 1962.	The parties exchange specified tariff preferences. Agreement may be terminated on six months' notice.
Uganda	GATT effective Oct. 9, 1962.	Canada accords British preferential tariff treatment to Uganda. Uganda extends most-favoured-nation tariff treatment to Canada.
United Republic of Tanzania	GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic April 23, 1964.	Canada accords British preferential tariff treatment to the United Republic of Tanzania. Tanzania extends most-favoured-nation tariff treatment to Canada.
Zambia	GATT has de facto application for Zambia for a two-year period effective Oct. 24, 1964.	Canada exchanges preferential tariff treatment with Zambia.

2. Arrangements with Non-Commonwealth Countries

Country	Agreement	Tariff Treatment
Algeria	Franco-Canadian Trade-Agreement of 1933 applied to Algeria. Algeria maintains a de facto application of the GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured-nation treatment.
Argentina	Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. Argentina has acceded to the GATT provisionally.	Exchange of most-favoured-nation treatment. Provisional application may be terminated on three months' notice.
Austria	GATT effective Oct. 19, 1951	Exchange of most-favoured-nation treatment.
Belgium—Luxembourg	Convention of Commerce with the Belgium-Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Benelux (Belgium—Netherlands—Luxembourg Customs Union)	See Belgium—Luxembourg and Netherlands.	
Bolivia	Order in Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce of Aug. 1, 1911.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Brazil	Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitively on Apr. 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured-nation treatment.
Bulgaria	Trade Agreement signed Oct. 8, 1963; provisionally in force from date of signing.	Exchange of most-favoured-nation treatment and undertaking by Bulgaria to purchase a minimum of 300,000 metric tons of wheat or equivalent in flour during the three years validity of the Agreement.
Burma	GATT effective July 29, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Burundi	Burundi maintains a de facto application of the GATT.	Canada grants most-favoured-nation treatment.
Cambodia	Franco-Canadian Trade Agreement of 1933 applied to Cambodia. Although not yet a full member, Cambodia takes part in the work of the GATT under a special arrangement.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Cameroon	Franco-Canadian Trade Agreement of 1933 applied to Cameroon. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Central African Republic	Franco-Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured-nation treatment.
Chad	Franco-Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured-nation treatment.
Chile	Trade Agreement signed Sept. 10, 1941; in force provisionally Oct. 15, 1941; and definitively on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.
China	Modus vivendi signed Sept. 26, 1946, covers the territory of China and Taiwan.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia	Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)	Franco-Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Leopoldville)	Belgo-Canadian Convention of Commerce of 1924	Since the Congo's independence in 1960, Canada has

Country	Agreement	Tariff Treatment
	applied to the Congo (Leopoldville) Congo (Leopoldville) maintains a de facto application of the GATT.	continued to grant most-favoured-nation treatment.
Costa Rica	Modus vivendi signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Cuba	GATT effective Jan. 1, 1948.	Exchange of most-favoured nation treatment.
Czechoslovakia	Convention of Commerce signed Mar. 15, 1928; in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured nation treatment. May be terminated on one year's notice.
Dahomey	Franco-Canadian Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960.	Exchange of most-favoured nation treatment.
Denmark (including Greenland)	Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950.	Exchange of most-favoured nation treatment. Declaration of May 9, 1912, provides means for separate termination by Dominions on one year's notice.
Dominican Republic	Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured nation treatment including scheduled concessions
Ecuador	Modus vivendi signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Egypt	(See United Arab Republic).	
El Salvador	Exchange of notes of Nov. 2, 1937; in force Nov. 17, 1937.	Exchange of most-favoured nation treatment. May be terminated on four months' notice.
Ethiopia	Exchange of notes effective June 3, 1955.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Finland	Exchange of notes of Nov. 13-17, 1948; effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.

Country	Agreement	Tariff Treatment
France and French overseas territories	Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment including scheduled concessions. May be terminated on three months' notice.
Gabon	Franco-Canadian Trade Agreement of 1933 applied to Gabon. GATT effective Aug. 17, 1960.	Exchange of most-favoured-nation treatment.
Germany, Federal Republic of	GATT effective Oct. 1, 1951.	Exchange of most-favoured-nation treatment.
Greece	Modus vivendi by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Greenland	See Denmark.	
Guatemala	Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Guinea	Franco-Canadian Trade Agreement of 1933 applied to Guinea.	Since creation of Guinea as independent state in 1958, Canada has continued to grant most-favoured-nation treatment.
Haiti	Trade Agreement signed Apr. 23, 1937; in force Jan. 10, 1939. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Honduras	Exchange of notes signed July 11, 1956, effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary	Trade Agreement signed June 11, 1964; provisionally in force from date of signing.	Exchange of most-favoured-nation treatment and undertaking by Hungary to purchase a minimum of \$24 million of wheat and other unspecified products during the three years' validity of the Agreement. Hungary is committed to purchase 250,000 metric tons of wheat.
Iceland	Although there is no contractual obligation, Canada and Iceland	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
	adhere to the terms of a treaty originally concluded between Denmark and Britain on Feb. 13, 1660. Iceland has acceded to the GATT provisionally.	
Indonesia	GATT effective Mar. 1, 1948.	Exchange of most-favoured-nation treatment.
Iran	Special arrangement by Order in Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956.	Canada grants most-favoured-nation tariff rates as long as Iran accords reciprocal treatment.
Iraq	Special arrangement by Order in Council effective Sept. 15, 1951.	Exchange of most-favoured-nation tariff treatment.
Ireland	Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933.	Canada grants British preferential tariff in return for lowest rate accorded any other country in Irish Tariff. May be terminated on six months' notice.
Israel	GATT effective July 5, 1962.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Italy	Modus vivendi by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Ivory Coast	Franco-Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.	Exchange of most-favoured-nation treatment.
Japan	Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept. 10, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Kuwait	GATT effective June 18, 1961.	Since independence of Kuwait in June 1961, Canada has continued accord most-favoured-nation treatment.
Laos	Franco-Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Lebanon	Special arrangement by Order in Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia	Special arrangement by Order in Council effective Mar. 1, 1955.	Canada grants most-favoured nation treatment.
Liechtenstein	See Switzerland.	
Luxembourg	See Belgium-Luxembourg	
Malagasy Republic	Franco-Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured-nation treatment.
Mali, Federation of	Franco-Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a de facto application of the GATT.	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Mauritania	Franco-Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico	Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratifications exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco	Various agreements relating to former French, Spanish and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands	Convention of Commerce of July 11, 1924. Suspended during war, reinstated by exchange of notes Feb. 1 and 5, 1946. Includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Paraguay	Trade Agreement signed Dec. 19, 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Niger	Franco-Canadian Trade Agreement of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured-nation treatment.
Norway	Convention of Commerce and Navigation with United Kingdom of Mar. 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured-nation treatment. Convention of May 16, 1913 provides means of separate termination by Dominions on one year's notice.
Panama	Order in Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured-nation treatment.
Paraguay	Exchanges of notes on May 21, 1940; in force June 21, 1940.	Exchange of most-favoured-nation treatment. May terminated on three months' notice.
Peru	GATT effective Oct. 8, 1951.	Exchange of most-favoured-nation treatment.
Philippines	No agreement.	Canada and Philippines continue to exchange most-favoured-nation treatment (excluding preferences accorded by the Philippines to the United States) without contractual obligation.
Poland	Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936.	Exchange of most-favoured-nation treatment including scheduled reduction. May be terminated on three months' notice.
Portugal, Portuguese adjacent islands and Portuguese overseas provinces	Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment. Remains in effect for two years from ratification and thereafter unless terminated on three months' notice.
Rwandi	Rwandi maintain a de facto application of the GATT.	Canada grants most-favoured-nation treatment.
Senegal	Franco-Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
South Africa	Trade Agreement signed Aug. 20, 1932; in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935; effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on scheduled items. May be terminated on six months' notice. Exchange of most-favoured-nation treatment.
Spain and Spanish possessions	Since Aug. 1, 1928, Canada has adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 26, 1954; provisionally in effect July 1, 1954, definitively in force on ratification, June 30, 1955. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice. Supplements and amends United Kingdom-Spain Treaty of Commerce. Remains in effect for three years from ratification, and thereafter unless terminated on three months' notice.
Sweden	United Kingdom-Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment. Declaration of Nov. 27, 1911, provides means for separate termination by Dominions on one year's notice.
Switzerland	United Kingdom-Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1855, applies to Canada. By exchange of notes Liechtenstein included under terms of this agreement effective July 14, 1947. Switzerland has acceded to the GATT provisionally.	Exchange of most-favoured-nation treatment. Convention of Mar. 30, 1914, provides means for separate termination by Dominions on one year's notice.
Syrian Arab Republic	Special Arrangement by Order in Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Syria accords reciprocal treatment.
Togo	Franco-Canadian Trade Agreement of 1933 applied to Togo. Togo maintains a de facto application of the GATT.	Since the creation of Togo as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Tunisia	Franco-Canadian Trade Agreement of 1933 applies to Tunisia. Tunisia has acceded to the	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-

Country	Agreement	Tariff Treatment
	GATT provisionally.	favoured-nation treatment.
Turkey	Exchange of notes signed Mar. 1, 1948; in effect Mar. 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Union of Soviet Socialist Republics	Trade Agreement signed Feb. 29, 1956, renewed for another three years Apr. 18, 1960 and again for the same period on Sept. 16, 1963 by a protocol which provisionally entered into force on the same date (the extension to be valid from Apr. 18, 1963).	Exchange of most-favoured-nation treatment and undertaking by USSR to purchase a minimum of 6,375,000 long tons of wheat and flour during the three-year period of validity of the extended agreement.
United Arab Republic (Egypt)	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to the GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
United States	Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT. GATT effective Jan. 1, 1948.	Most-favoured-nation treatment exchanged.
Upper Volta	Franco-Canadian Trade Agreement of 1933 applied to Upper Volta. GATT effective Aug. 5, 1960.	Exchange of most-favoured-nation treatment.
Uruguay	Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional Protocol signed Oct. 19, 1953. GATT effective Dec. 16, 1953.	Most-favoured-nation treatment.
Venezuela	Modus vivendi signed and brought into force Oct. 11, 1950.	Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.
Vietnam	Franco-Canadian Trade Agreement of 1933 applied to Vietnam.	Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.

Country	Agreement	Tariff Treatment
Western Samoa	Relations continue to be governed by Trade Agreement of 1932 with New Zealand.	The parties exchange specified preferences on scheduled goods and reciprocally exchange British preferential tariff rates on items not scheduled.
Yugoslavia	Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom-Serb-Croat-Slovene Treaty of Commerce and Navigation of May 12, 1927; in force Aug. 9, 1928. Yugoslavia has acceded to the GATT provisionally.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.

Appendix "G"

International meetings at which the Department was represented—1965

The Department was engaged during the year in preparations for and participation in a variety of international meetings affecting Canadian trade interests; the following are included:

Meeting	Date	Location
GATT Tariff and Trade Negotiations (Kennedy Round)	January December	Geneva
Article XXVIII Negotiations with U.S.A.	Various	Geneva & Washington
GATT Committee II (Agriculture)	January February	Geneva
Governing Council of UN Special Fund	January	New York
International Wheat Council	February, July & November	London
OECD Group on Export Credits and Credit Guarantees	February, June & October	Paris
Lead and Zinc Study Group and Sub-Committees	February & May July-July November	New York Geneva Tokyo
GATT Expert Group on Trade Information and Trade Advisory Services	February	Geneva
International Coffee Council	March, August & November	London
22nd Session of GATT Contracting Parties	March	Geneva
United Nations Tin Conference	March-April	New York
International Rubber Study Group and Sub-Committees	March May November	London Washington London
UNCTAD Trade and Development Board	April August-Sept.	New York Geneva
International Sugar Council	April October	London Geneva
International Union of Official Travel Organizations	April June October	Bordeaux Varna, Bulgaria Mexico City
UN Committee on Tungsten	May	New York
11th Session of UN Economic Commission for Latin America (ECLA)	May	Mexico City
OECD Non-Ferrous Metals Committee	May	Paris
International Cotton Advisory Committee	May-June	Washington
OECD Committee on Short Term Economic Prospects	May-June October	Paris
United Kingdom-Canada Continuing Committee on Trade and Economic Affairs	May	Ottawa
National Shippers' Councils of Europe	June	Bremen
OECD Special Committee on Pulp and Paper	June & December	Paris
15th Assembly of International Civil Aviation Organization	June	Montreal

Meeting	Date	Location
Canada/UK Cereals Arrangement— Supervisory Flour Committee Second Annual Review	June-July	Ottawa
IBRD Consultative Group Meetings on Pakistan, Malaysia, Thailand, Tunisia and Nam Ngum Project (Laos)	June & October	Washington
UNCTAD Committee on Commodities	July-August	Geneva
OECD Development Assistance Committee (DAC) Conference	July	Paris
UN Sugar Conference	Sept.-Oct.	Geneva
OECD Iron and Steel Committee	September	Paris
European Timber Importers' Conference	October	Brussels
UN Economic Commission for Europe (ECE) —ECE Timber Committee	October	Geneva
ECE Committee on Development of Trade	Oct.-Nov.	Geneva
UN Cocoa Working Party	October	Geneva
First International Symposium on Water Desalination	October	Washington
GATT Committee on Balance of Payments Restrictions	Oct.-Nov.	Geneva
UNCTAD Committee on Shipping	November	Geneva
OECD Ministerial Meeting	November	Paris
Canada-France Economic Committee	November	Ottawa
Bureau International Exhibitions	November	Paris
GATT Cotton Textiles Committee	December	Geneva
Meeting of Officials Preparatory to Proposed Commonwealth Trade Minister's Conference	December	London
UN Food & Agriculture Organization (FAO) Conference and Committee Meetings	Various	Rome
OECD Trade Committee and Sub-Committees	Various	Paris

Appendix "H"

Trade and Industry Association Meetings in which the Department Participated

AGRICULTURE

Retail Furriers Guild of Ontario— Annual Convention	February	Toronto
Canadian Institute of Food Technology —Ontario Branch	February	Ottawa
Canadian Horticultural Council —Annual Convention	February	Ottawa
Lowbush Blueberry Industry Conference	March	Kentville, N.S.
Fur Trade Association of Canada —Annual Convention	April	Toronto
Canadian Fur Council—Annual Meeting	June	Winnipeg
Canadian Horticultural Council International Apple Committee Meeting	July	Toronto
Canadian Agricultural Economics Society—Annual Meeting	July	Banff, Alta.
Tea and Coffee Association— Annual Meeting	September	Toronto
Canadian Seed Trade Association —Autumn Meeting	November	Toronto
Canadian Seed Growers Association Board of Directors Meeting	December	Ottawa
Federal-Provincial Agricultural Outlook Conference	December	Ottawa

FISHERIES

Fisheries Council of Canada—Annual Meeting and First North American Fisheries Conference	April	Washington, D.C.
Atlantic Fisheries By-Products Association—Annual Meeting	June	Halifax
New Brunswick Fish Packers Association —Annual Meeting	October	Shediac, N.B.
P.E.I. Fisheries Federation—Annual Meeting	October	Charlottetown
Newfoundland Federation of Fishermen —Annual Convention	November	St. John's

METALS, MINERALS & CHEMICALS

Canadian Chemical Producers' Association	February	Montreal
Canadian Institute of Mining and Metallurgy	October	Winnipeg
Saskatchewan Potash Show	October	Saskatoon
Canadian Chemical Producers' Association Convention	November	Ottawa
Zinc Producers of Canada	November	Ottawa

FOREST PRODUCTS

Canadian Pulp and Paper Association Convention	January	Montreal
Canadian Lumbermen's Association Convention	February	Montreal
Christmas Tree Growers' Convention	February	Toronto
British Columbia Lumber Manufacturers Association—Annual General Meeting	March	Vancouver
Canadian Pulp and Paper Association Woodlands Convention	March	Montreal
Canadian Forestry Association— 66th Annual Meeting	March	Quebec City
Canadian Lumbermen's Association Meeting (Winnipeg Branch)	March	Winnipeg
Interior Lumbermen's Association Convention	April	Penticton, B.C.
Quebec Lumber Manufacturers Association—Annual Convention	May	Quebec City
Canadian Lumber Standards Industry Committee	June	Winnipeg
Canadian Lumbermen's Association Demonstration and Seminar	June	North Bay
Canadian Lumbermen's Association— Maritime Lumber Bureau Joint Meeting.	August	Montreal
Council of Forest Industries of British Columbia	August and September	Vancouver
Canadian Lumber Standards Industry Committee and Canadian Lumber Standards Administration Board	October	Winnipeg

ENGINEERING AND EQUIPMENT

Canadian Electrical Manufacturers' Association	February	Toronto
Canadian Nuclear Association Conference	May	Quebec City
Automotive Industries Association of Canada—Manufacturers Division Meeting	June	Toronto
Canadian Fasteners Institute	September	Montreal
Electronic Industries Association	September	Toronto
Ontario Department of Economics and Development—Advisory Committee on Engineering Services Abroad	various	Toronto

CONSUMER GOODS

Canadian Furniture Export Forum and Furniture Mart	January	Toronto
National Warm Air Heating and Air Conditioning Manufacturers' Association of Canada—Annual Conference	February	Toronto

Canadian Apparel Exporters' Association	March	Montreal
Canadian Appliance Manufacturers' Association Meeting of the Marketing Research Committee—Secondary Industry Division	March	Montreal
Canadian Apparel Exporters' Association	April	Winnipeg
National Warm Air Heating and Air Conditioning Manufacturers' Association of Canada—5th Annual Meeting and Workshop	June	St. Marquerite, P.Q.
Canadian Brush, Broom and Mop Manufacturers' Association Convention	June	Ville d'Estere1, P.Q.
Tanners' Association of Canada—Annual Meeting	June	Toronto
Montreal Dress & Sportswear Manufacturers' Guild—Annual Convention	September	Dixville Notch, N.H.
Allied Boating Association of Canada—Annual General Meeting	September	Montebello
Shoe Manufacturers' Association	September	Montreal
Toronto Dress and Sportswear Manufacturers' Guild—Annual Convention	October	Niagara Falls

GENERAL

Board of Trade Credits and Collections Clinic	January	Montreal
Canadian Port Committee	various	Montreal
University of Western Ontario School of Business Administration—National Conference on International Business	January	London, Ont.
Committee of International Relations, Canadian Council of Churches—Special Meeting	February	Ottawa
Chamber of Commerce Meeting	February	London
Canadian Manufacturers' Association Export Study Club Meetings	various	Toronto
Canadian Manufacturers' Association Sub-Committee Meeting on Trade Fairs and Trade Missions	March	Toronto
International Press Institute	March	Quebec City
Canadian Export Association—Meeting of Education Committee	March	Toronto
Hudson Bay Route Association	April	Edmonton
Canadian Manufacturers' Association—Annual Meeting (Nova Scotia Branch)	April	Halifax
Quebec Department of Trade and Industry Export Clinic	May	Montreal
Association of Canadian Advertisers	May	Toronto
Vancouver Board of Trade—World Trade Week, Seminar and Trade		

Promotion Conference	May	Vancouver
Newfoundland Board of Trade	May	St. John's Nfld.
The Barrie Export Forum	May	Barrie, Ont.
Canadian Corporation for the 1967 World Exhibition—Meeting of Commissioners-General	May	Montreal
Canadian Manufacturers' Association —94th Annual General Meeting		
Periodical Press Association (Parent Group) and Canadian Business Paper Editors Association	June	Toronto
Civil Service Commission Conference of Liaison Officers, Universities in Quebec and Atlantic Provinces	June	Ottawa
Quebec Department of Industry and Commerce—Annual Conference of Overseas Delegates	June	Quebec City
Manitoba Design Institute	June	Winnipeg
Red River Exhibition Association	July	Winnipeg
Provincial Governments' Trade and Industry Council—Annual Meeting	September	Quebec City
Young Presidents' Association Business Seminar	September	Ville d'Esterel P.Q.
Canadian Association of Advertising Agencies	September	Toronto
Canadian Tourist Association —Annual Meeting	October	Hamilton
Canadian Export Association —Annual Meeting	October	Montebello, P.Q.
Board of Trade International Trade Section	October	Montreal
Peace River Changing Frontier Conference	October	Edmonton
Board of Trade Industry Advisory Council	October	Winnipeg
Canadian Business and Industry Advisory Committee to the OECD	October	Ottawa
Canadian Chamber of Commerce Meeting	October	Toronto
Canadian Government Travel Bureau —20th Federal-Provincial Tourist Conference	November	Ottawa
Eastern Ontario Development Association—Autumn Meeting	November	Ottawa
Canada's Participation in International Development 2nd Workshop	November	Ville d'Esterel, P.Q.
Vancouver Board of Trade Transportation and Customs Committee	November	Vancouver
Canadian Manufacturers' Association Export Study Group Meeting	November	Montreal
Canadian Association of Exhibitions	December	Toronto
Saint John Port and Industrial Develop- ment Commission Atlantic Ports Day Seminar	December	Saint John, N.B.

Canadian Manufacturers' Association Inaugural Meeting of Export Study Club of New Brunswick	December	Saint John, N.B.
Canadian Manufacturers' Association Inaugural Meeting of Export Study Club of Nova Scotia	December	Halifax

Appendix "I"

Projects of the Canadian Government Exhibition Commission 1965

Part I — Projects Abroad Sponsored by the Department of Trade and Commerce

1. United States Regional Lumber Shows

Three 8 x 10' portable lumber displays were produced and shown at:

- (a) Northwestern Lumbermen's Association, Minneapolis, Jan. 12-13
- (b) Southwestern Lumbermen's Association, Kansas City, Jan. 21-23
- (c) Northeastern Retail Lumbermen's Assoc., New York, Jan. 22-24
- (d) Michigan Retail Lumber Dealers Assoc., Grand Rapids, Feb. 2-4
- (e) Carolina Lumber & Bldg. Supply Assoc., Charlotte, Feb. 9-11
- (f) Ohio Assoc. of Retail Lumber Dealers, Columbus, Feb. 16-18
- (g) New England Home Show, Boston, Mar. 6-13
- (h) Iowa Lumbermen's Association, Des Moines, Mar. 16-17
- (i) Lumbermen's Assoc. of Texas, Corpus Christi, Apr. 10-12
- (j) Florida Lumber & Bldg. Material Assoc., Miami Beach, Apr. 28-May 1

California Gift Show

Los Angeles, California

January 22-29

Firms participating: 20

Attendance: 10,000*

Products: giftware and handicrafts

Space: 9 hotel rooms

National Sporting Goods Association

Convention

Chicago, Illinois

January 31-February 4

Firms participating: 16

Products: sporting equipment and sports clothes, etc.

Attendance: 19,083*

Space: 2,000 sq. ft.

International Hardware Trades Fair

London, England

February 1-5

Firms participating: 13

Products: Hardware, fittings and display equipment, paints and lacquers, saws, metal products, dinnerware, measuring tapes, rubber houseware products, hand and garden tools.

A model self-service hardware store was a central feature.

Attendance: 31,000*

Space: 4,000 sq. ft.

International Boat Show

Genoa, Italy

February 6-21

Firms participating: 12

*Note — Show not open to public.

Products: pleasure boats and marine equipment

Attendance: 250,000
Space: 3,600 sq. ft.

International Household Goods and Hardware Fair

Cologne, Germany

February 18-21

Firms participating: 13

Products: household appliances, hardware, etc.

Attendance: 58,880
Space: 2,850 sq. ft.

Western Metal and Tool Exposition

Los Angeles, California

February 22-26

Firms participating: 12

Products: machine tools, precision parts, ancillary plant equipment

Attendance: 25,000
Space: 3,000 sq. ft.

Daily Mail Ideal Home Exhibition

London, England

March 2-27

Firms participating: 12

Products: food products

Attendance: 1,128,123
Space: 3,000 sq. ft.

17th International Fair of Sardinia

Cagliari, Italy

March 7-22

A trade information office

Attendance: 500,000
Space: small office

Milan International Samples Fair

Milan, Italy

April 12-27

A trade information office

Attendance: 3,750,000
Space: 324 sq. ft.

Tokyo International Trade Fair

Tokyo

April 16-May 5

An institutional presentation of Canadian raw materials in separate pavilion.

Attendance: 9,155
Space: ground area 11,000 sq. ft.
pavilion 7,500 sq. ft.

London International Engineering Exhibition

London, England

April 21-30

Firms participating: 14

Products: diecasting, diecutting, welding and joining machines, electronic tracing systems, tool tips, floatation systems, etc.

Attendance: 167,787
Space: 3,360 sq. ft.

Hanover International Trade Fair

Hanover, Germany

April 24-May 2

A trade information office

Attendance: 1,000,000
Space: 600 sq. ft.

*Note — Show not open to public.

Canadian Apparel Show

Chicago, Illinois

April 25-29

Firms participating: 25

Products: garments, mainly ladies' suits, coats and sportswear.

Attendance: 171 (buyers by appointment)*

Space: 27 hotel rooms

European Fur Fair

Frankfurt, Germany

April 28-May 2

An institutional exhibit of raw and dressed fur pelts.

Attendance: 20,000

Space: 1,100 sq. ft.

National Office Furniture Association

Convention

New York, N.Y.

April 30-May 4

Firms participating: 13

Products: office equipment and furnishings

Attendance: 4,000*

Space: 2,030 sq. ft.

International Leather Fair

London, England

May 24-27

Firms participating: 7

Products: leathers, leather products

Attendance: 10,000

Space: 600 sq. ft.

3rd Padua International Samples Fair

Padua, Italy

May 31-June 13

A trade information office.

Attendance: 1,112,594

Space: 144 sq. ft.

Salon International de l'Aeronautique et de

l'Espace (Paris Air Show)

Paris, France

June 11-20

Firms participating: 11

Products: aircraft and aircraft parts and accessories.

Attendance: 1,000,000

Space: 4,250 sq. ft.

National Association of Retail Grocers of U.S.

Convention (NARGUS)

Chicago, Illinois

June 13-17

Firms participating: 13

Products: food products

Attendance: 9,700*

Space: 1,300 sq. ft.

24th International Electronic, Nuclear and

Tele-Radiocinematographic Exhibit

Rome, Italy

June 17-28

Firms participating: 5

Note — Show not open to public.

- Products: nuclear and scientific equipment and products. Attendance: 1,200,000
Space: 4,830 sq. ft.
- 50th National Conference on Weights and Measures—Golden Anniversary Exposition*
Washington, D.C.
June 21-24
- An informational exhibit on weights and measures. Attendance: 1,500*
Space: 300 sq. ft.
- International Fair of Accessories and Materials for Furniture and Light Construction (INTERZUM)*
Cologne, Germany
June 24-27
- An institutional lumber exhibit. Attendance: 24,140*
Space: 145 sq. ft.
- Western Electronics Show and Convention (WESCON)*
San Francisco, California
August 24-27
- Firms participating: 9 Attendance: 38,000*
Products: electronic equipment Space: 1,600 sq. ft.
- International Leather Show*
Paris, France
September 10-15
- Firms participating: 6 Attendance:
Products: leathers, leather products Space: 600 sq. ft.
- International Levant Fair*
Bari, Italy
September 10-23
- A trade information office. Attendance: 2,300,000
Space: small office
- International Fine Foods and Provisions Exhibition (ANUGA)*
Cologne, Germany
September 25-October 3
- Firms participating: 12 Attendance: 231,700
Products: food products Space: 2,755 sq. ft.
- Modern Homes Exhibition*
Glasgow, Scotland
October 6-23
- Firms participating: 9
Products: heating and cooking equipment; household appliances Attendance: 270,712
Space: 2,400 sq. ft.
- Marine Trades Exhibit and Conference*
Chicago, Illinois
October 7-10

*Note — Show not open to public.

Firms participating: 12	
Products: pleasure boats and marine accessories.	Attendance: 25,000 Space: 7,320 sq. ft.
<i>National Shoe Fair of America</i>	
<i>Chicago, Illinois</i>	
October 9-12	
Firms participating: 17	Attendance: *
Products: footwear	Space: 20 hotel rooms
<i>American Society for Metals/Materials Show</i>	
<i>Detroit, Michigan</i>	
October 18-22	
Firms participating: 18	Attendance: 25,000*
Products: Metals and metalworking machines	Space: 2,760 sq. ft.
<i>International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)</i>	
<i>Cologne, Germany</i>	
October 24-26	
Firms participating:	
Products: sports and camping equipment and garden furniture.	Attendance: 3,760* Space: 3,713 sq. ft.
<i>Northeast Electronics Research Engineering Meeting (NEREM)</i>	
<i>Boston, Massachusetts</i>	
November 3-5	
Firms participating: 9	Attendance: 20,500*
Products: electronic products	Space: 1,160 sq. ft.
<i>International Building Exhibition (Timber)</i>	
<i>London, England</i>	
November 17-December 1	
an institutional exhibit on lumber	Attendance: 250,000 Space: 1,746 sq. ft.
<i>National Association of Home Builders Convention</i>	
<i>Chicago, Illinois</i>	
December 5-9	
an institutional exhibit on lumber.	Attendance: 40,000* Space: 600 sq. ft.

Store Promotions

Britain

Thirty-six promotions, (mainly food products) were carried out in 27 localities. Seven of the promotions were in London. The largest were in Army & Navy Stores, Selfridges and Swan & Edgar.

Switzerland

A promotion of clothing and accessories, household wares and handbags was held in

Note — Show not open to public.

Rheinbruecke Stores in Lausanne, Basel, Lugano, Chur and Schaffhausen in February and March.

United States

Boston

In March, a promotion of speciality food was held in six stores of S. S. Pierce Co.

Grand Rapids, Michigan

This large and successful promotion took place in Wurzburg Stores in October. Products included clothing, food, glassware, jewellery and novelty giftware, sporting equipment and sportswear, furniture and leather goods. The promotion was supported by live demonstrations in pottery making, basket weaving, cloth weaving, wood carving and rug hooking. Entertainment was provided by pipers.

France

A promotion of sportswear and toys in Scashen & Co., Paris in October.

Canadian Government Travel Bureau

New offices were designed and prepared for occupancy in Boston, Cincinnati, Indianapolis, Los Angeles, Philadelphia, Rochester and Seattle. The office in San Francisco was refurbished and decoration was provided for the Frankfurt office.

Some 150 window displays were constructed. These were rotated among 17 of the Travel Bureau's offices.

Three varieties of portable reusable displays and four of portable disposable displays were produced in quantity for use in Travel Bureau offices, at convention and meetings by travel agencies.

Part II — Projects for other Departments of the Federal Government and Crown Corporations

Department of External Affairs

1. *Canadian Court Commonwealth Institute*

London, England

The permanent exhibit was maintained.

2. *International Arts and Crafts Exhibition*

Florence, Italy

April 24-May 9

A cultural presentation featuring Sylvia Lefkovitz's sculpture *The Divine Comedy*

3. *Poznan International Trade Fair*

Poznan, Poland

June 13-27

The products of nine firms connected with bush transport, heavy hauling and camping equipment illustrated the theme "specialized transportation".

4. *Travelling Exhibit on*

Canadian Architecture

Czechoslovakia

September

A portable display featuring Massey Awards was first shown in Czechoslovakia

5. *German Industries Fair*

Berlin, Germany

September 25-October 10

A new pavilion was constructed and an informational exhibit installed. This featured the development of the Canadian fur industry and tourism.

6. *Travelling Exhibit, Asia and Africa*

A portable informational exhibit, intended to occupy 2,000 sq. ft. was in final stages of development at the year end. The graphic portion of the exhibit was produced by printing press so that in total there are 26 exhibits in 13 languages. They will be despatched to Canadian posts in Asia and Africa for continuous use.

Department of Mines and Technical Surveys

1. *International Congress of Surveyors*

Rome, Italy

May 26-June 4

An informational display on surveying, featuring aerial techniques.

2. *Pan-American Institute of Geography*

& History

Guatemala

June 25-July 10

The surveying display produced for Rome and the Upper Mantle exhibit produced in 1964 for the Geological Congress in New Delhi were reused at this event.

3. *Geological Society of America Convention*

Kansas City, Missouri

November 4-6

Display featuring mineral and ore deposits.

Atomic Energy of Canada Limited

1. *Salon de la Chimie*

Paris, France

April 21-May 2

Radiation products manufactured by Atomic Energy.

Part III — Domestic Projects

The service rendered to departments and agencies involved in domestic exhibition activities is too varied to report in detail. It included 450 exhibits or displays and 166 miscellaneous jobs. Following are some of the larger and more significant projects:

Centennial Commission

Design and production of exhibits and exterior graphic treatment for the Confederation Train and Caravans made considerable progress during the year. A number of exhibits were produced for use in national exhibitions and conferences to publicize and interpret the Train and Caravans.

Department of National Defence

1. *Canadian National Exhibition, Toronto*

August 20-September 6

Over-all area—100,892 sq. ft.

Indoor area— 7,000 sq. ft.

Attendance: 3,000,000

A suitable exhibit was produced, erected and dismantled for the Armed Forces.

2. *Pacific National Exhibition, Vancouver*

August-September

Over-all area—35,000 sq. ft.

Indoor area— 7,200 sq. ft.

Attendance: 1,000,000

An exhibition building was erected. Exhibit produced, erected and dismantled for the Armed Forces.

Department of Citizenship and Immigration

A reception area and exhibit were produced for the Indian Affairs Branch in the Bourque Building, Ottawa.

Department of Industry

1. *National Design Branch*

Thirty-two displays were produced or refurbished for re-use, including seven for the rotational program at the Design Centre, Toronto.

2. *Information Division*

Thirty seven displays were produced or refurbished for re-use mainly in National Trade Shows.

Department of Agriculture

A distinctive, 400 square foot display was produced on the subject of dairy farming for the Royal Winter Fair, Toronto.

Appendix "J"

CANADIAN TRADE MISSIONS, 1965 OUTGOING MISSIONS

Electronic Products to the Philippines, Burma, Thailand and Malaysia January 17 - February 11

Number of members: 7

The mission reported a rapidly expanding need for electronic equipment and services providing a good market potential for Canadian suppliers.

Fisheries Reconnaissance to Liberia, Ghana, Nigeria and Greece January 20 - February 11

Number of members: 6

The mission examined possible outlets for supplies of Canadian fisheries products and noted the kinds and varieties being sold to these countries by competitors. It also investigated the fisheries development in these areas and observed production and marketing techniques now employed.

Travel Trade to Japan and Hong Kong February 20 - March 9

Number of members: 12

The members of this mission were selected from a variety of public and private organizations interested in promoting travel to Canada. They found that while tourist potential existed, the rate of growth would be gradual and dependent on the extent of increased promotion by the entire Canadian travel industry.

Building Supplies to the Netherlands, France, Germany and Britain March 12 - April 3

Numbers of members:

The chief objectives were to promote and assess the sales prospects for non-wood building materials. The members found record levels of building and construction in all countries, with the best potential for Canadian products in Britain and Germany.

Scientific Mission on Rapeseed Meal to Japan March 29 - April 16

Number of members: 2

This undertaking was sponsored jointly by the Department and the National Research Council of Canada. Its objectives were to promote the use of Canadian rapeseed meal in livestock and poultry feeds and to demonstrate the benefits which would accrue to the Japanese poultry and livestock industries.

Technical Seeds to Denmark, Germany and France May 9 - 29

Number of members: 4

Organized to determine the prospects for exporting additional varieties of seed to these countries. The mission also studied import requirements and the correct procedures for facilitating official acceptance of Canadian seeds.

Seeds to Poland, Czechoslovakia, Hungary and Rumania
September 3 - 26

Number of members: 5

This mission's objectives were to determine prospects for the export of Canadian seeds to Eastern Europe and to stimulate sales to the area.

Chemicals to the USSR, Poland, Hungary, Czechoslovakia and Greece
September 20 - October 9

Number of members: 7

The mission reported serious obstacles to increased sales of Canadian chemical in these countries, but suggested that Canadian firms prepared to invest in a strong sales drive could develop significant exports.

Iron and Steel Castings to the United States
September 13 - October 15

Number of members: 16

The mission surveyed market prospects for iron and steel castings in the northern United States. It visited Illinois, Michigan, Ohio, Massachusetts and Connecticut.

Export Shipments to Britain
September 24 - October 9

Number of members: 10

This mission, unlike others sponsored by the Department, examined the procedures for best effecting shipments of Canadian exports to Britain. Normally federal trade missions study the export sales possibilities and trade prospects for the product of a particular Canadian industry.

Construction Materials to Britain and West Germany
October 8 - 30

Number of members: 8

This was an exploratory and fact-finding mission complementary to the long range work carried on by the Department in promoting timber-frame construction methods in Europe.

Mining Machinery to Mexico, Peru and Chile
October 12 - November 16

Number of members: 7

The principal objectives were to focus attention on Canada as a source of mining equipment and services, and to investigate the potential for the sale of Canadian equipment and services to these countries.

Fisheries Reconnaissance to Italy, Spain and Portugal

October 22 - November 14

Number of members: 5

The mission studied all aspects of the fishing industries of the countries concerned.

Air Industries to Mexico, Venezuela, Brazil and Argentina

October 31 - November 27

Number of members: 11

The prime objectives of this mission were to acquaint local officials with aeronautical products made in Canada, to determine sales potential for these products in Latin America, and to promote equipment sales in the area.

INCOMING MISSIONS

Catering Food Buyers from Britain

January 20 - February 5

Number of members: 3

This mission was designed to advise Canadian food supplies on product and packaging preferences in the British institutional and catering market and to improve Canadian techniques in supplying this market. The mission contacted Canadian businessmen in Vancouver, Winnipeg, Toronto, Montreal and Halifax.

European Gas Officials

May 9 - 16

Number of members: 14

This group, with members from Austria, Belgium, Denmark, France, West Germany, The Netherlands, Italy and Switzerland spent most of its time in the Toronto area. Its purpose was to acquaint its members with the facilities and methods employed at the Canadian Gas Association testing laboratories with a view to streamlining the process of obtaining foreign approval on Canadian-made gas appliances.

Purebred Livestock from Jamaica, Trinidad and Barbados

May 9 - 29

Number of members: 8

The mission visited the farms of prominent breeders and attended three important auction sales. It was organized to promote the export of Canadian purebred stock for breed improvement programs being undertaken in the three areas.

Timber Buying from the Federal Republic of Germany and the Netherlands

May 26 - June 15

Number of members: 26

The mission toured the Canadian timber and building industry from coast to coast. Its purpose was to promote Canadian timber-frame construction techniques with a view to developing demand for Canadian lumber in the two countries.

Seed Potato from Portugal**September 11 - 18**

Number of members: 4

This group visited the potato producing areas of the Maritimes to promote the use of Canadian seed potatoes in Portugal.

French Cattle Buyers**November 9 - 17**

Number of members: 17

This mission coincided with the Royal Agricultural Winter Fair in Toronto. The purpose was to promote sales of Canadian breeding stock in France.

Appendix "K"

Publications Produced by the Trade Publicity Branch in 1965

Periodicals

- Canada Courier—English, French, German, Spanish—8 page tabloid for foreign buyers.
- Foreign Trade—English—Forthnightly magazine for Canadian businessmen.
- Commerce extérieur—French—Monthly magazine for Canadian businessmen.

Commodity Booklets

- Apples from Canada—English, French, Spanish, Swedish, Norwegian Portuguese.
- Canadian Domestic Refrigerator Components—English, French, Spanish, German.
- Canadian Iron & Steel Foundries—English.
- Iron and Steel from Canada—English, Spanish.
- Rapeseed from Canada—English, French, German, Spanish, Italian, Dutch.
- Canada . . . horizons unlimited—English, Spanish, Portuguese—Air Industries.
- Canadian Chemicals for Export—English
- Nuclear Research in Canada—English, Italian—International Electronics, Nuclear and Cinematographic Fair, Rome.

Trade Fair Booklets

- Metals and Machinery from Canada—English—Western Metal and Tool Show, Los Angeles.
- For Tools that really Work—English—International Hardware Trade Fair, London.
- For Sport and Recreation—German—International Sporting Goods Fair, Cologne.
- With a Canadian Flavour—English—Daily Mail Ideal Home Exhibition, London.
- Manufacturing Machinery Designed in Canada—English—International Engineering Exhibition, London.
- Recipe Cards for Daily Mail Ideal Homes Exhibition—English.
- Quality Office Furnishings from Canada—English—National Office Furniture Show, New York.
- Fur Folder—German—European Fur Fair, Frankfurt.
- Canada in the Aerospace Age—English, French—Paris Air Show.
- Canada—Boat Builder to the World—Italian—Genoa Boat Show.
- Design for Progress—English—Western Electronics Show and Convention, Los Angeles.
- Catering Equipment from Canada—English—International Hotel and Catering Exhibition, London.

Leather as you Like it—English, French—International Leather Fair, London and Paris.
 Heritage of Craftsmanship—English—Marine Trades Fair, Chicago.
 With a Canadian Accent—English—Modern Homes Show, Glasgow.
 Master-built Craft from Canada—English—National Motor Boat Show, New York.
 The Right Shoe for the Right Occasion—English International Shoe Fair, Chicago.
 Space-Age Electronics from Canada—English—Northeast Electronics Research and Engineering, Boston.
 Quality Household Goods from Canada—German—International Household Goods and Hardware Fair, Cologne.
 Produced with Pride—English—California Gift Show, Los Angeles.
 Quality Foods from Canada—German—ANUGA Trade Fair, Cologne.
 Tang of the North—English—National Association of Retail Grocers, Chicago.
 Season to Season with Canadian Sports Equipment—English—National Sporting Goods Association Show, Chicago.
 From Mine to Market—English—National Metal Exposition and Congress, Detroit.

Trade Mission Booklets

Building Supplies Mission to Europe and Britain—English—Identification folder.
 Iron & Steel Casting Mission—English—Identification folder.
 Export Shipments Mission—English—Identification folder.
 Air Industries Mission—English, Spanish, Portuguese—Identification folder.
 Fisheries Reconnaissance Mission—Italian, Spanish, Portuguese—Identification folder.
 Mining Mission to Latin America—English, Spanish—Identification folder.
 Consulting Engineering Mission—English—Identification folder.
 Warm Air Heating Mission—English—Identification folder.
 Telecommunications & Electronics Trade Mission—English—Identification folder.

Special Promotions

More Homes for More People—English—Canadian Timber-Frame Demonstration Homes Project, Britain.
 Symposium—English—Report on panel discussions with Housing Ministers from Britain.
 Don't say Cheese—Say Canadian Cheese—English—Cheese promotion Britain.

General

Trade and Commerce at Your Service—English, French—Information for Canadian exporters.

Selling to Communist China—English—(Reprint from “Foreign Trade”)
Information for Canadian exporters.
Edmonton Regional Office Folder—English.
Setting up an Export/Import Business—English, French—Information for
Canadian exporters.

Appendix "L"

Statements of Departmental Expenditure and Revenue

1. Statement of Expenditure for the Fiscal Years 1963-64 and 1964-65

ORDINARY

	1963-64	1964-65
Minister's Salary and Motor Car Allowance	\$ 17,047	\$ 17,047
Departmental Administration	4,064,979	4,705,100
Trade Commissioner Service		
Construction or Acquisition of Buildings,		
Land, Equipment and Furnishings	6,238,245	6,840,000
Canadian Government Exhibition Commission	1,439,328	1,955,000
Canadian Government Travel Bureau	3,868,359	4,908,000
Standards Branch	3,041,434	3,340,000
TOTAL	\$18,669,392	\$21,766,000

SPECIAL

	1963-64	1964-65
Pensions and other Benefits to Former Locally-		
Engaged Employees of Offices Abroad	1,824	1,824
Gratuities to Families of Deceased Employees	1,645	1,645
Refunds of amounts credited to Revenue in		
Previous Years		
TOTAL	\$ 3,469	\$ 3,469
	\$18,672,861	\$21,771,000

2. Statement of Revenue for the Fiscal Years 1963-64 and 1964-65

Weights and Measures Inspection Services	\$ 1,117,207	\$ 1,194,000
Electricity and Gas Inspection Services	1,056,303	1,102,000
Miscellaneous	138,363	90,000
TOTAL	\$ 5,894,771	\$ 3,887,000

Appendix "M"

Distribution of Departmental Staff (as of December 31, 1965)

	1964	1965
Administrative Services	205	230
Agriculture and Fisheries Branch	28	27
Canadian Government Exhibition Commission	150	210
Canadian Government Travel Bureau	137	177
Economics Branch	39	36
Industrial Materials Branch	36	37
Manufacturing Industries and Engineering Branch	46	47
Office of Trade Relations	58	57
Standards Branch	459	470
Trade Commissioner Service	653	680
Trade Fairs and Missions Branch	16	16
Trade Publicity Branch	32	50
Transportation and Trade Services Branch	58	57
	<u>1917</u>	<u>2094</u>

Appendix "N"

Legislation Administered by the Department of Trade and Commerce

1. Legislation for which the Department is administratively responsible:
 - Department of Trade and Commerce Act
 - Electricity Inspection Act
 - Export Act
 - Export and Import Permits Act
 - Gas Inspection Act
 - National Trade Mark and True Labelling Act
 - Precious Metals Marking Act
 - Weights and Measures Act
2. Other Legislation, reported to Parliament through the Minister of Trade and Commerce:
 - Canadian World Exhibition Corporation Act
 - Corporations and Labour Unions Returns Act
 - Export Credits Insurance Act
 - Statistics Act

Appendix "O"

Boards, Crown Corporations and Agencies Reporting to Parliament through the Minister of Trade and Commerce

Dominion Bureau of Statistics

Tunney's Pasture, Holland Avenue, Ottawa, Ontario

Dominion Statistician, W. E. Duffett

Export Credits Insurance Corporation

Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario

President and General Manager, H. T. Aitken

The activities of these organizations are described in their respective annual reports.

Appendix "P"

EXPORT CREDITS INSURANCE CORPORATION

The Exports Credits Insurance Corporation (ECIC), a crown company whose chairman is the Deputy Minister of Trade and Commerce, issues its own annual report which is presented to Parliament by the Minister of Trade and Commerce. Thus, while it is not a part of the Department, its work in the field of trade promotion is closely related to that of the Department.

ECIC operates in two main fields: export credits *insurance* and long-term export *financing*.

Export Credits Insurance

ECIC provides insurance at an appropriate premium to Canadian exporters of consumer goods, capital goods, and engineering, construction, technical, or similar services, to protect them against non-payment by foreign buyers because of credit and political risks involved in foreign trade. Policies for account of ECIC are issued under Section 14 of the Export Credits Insurance Act, which authorizes a maximum liability of \$200 million.

Section 21 of the Act provides that the Governor in Council may authorize ECIC to enter into a contract of insurance when the Board of Directors of the Corporation is of opinion that the proposed contract of insurance would impose upon the Corporation a liability for a term or in an amount in excess of that which it would normally undertake in relation to any one contract, exporter, commodity, or country and in the opinion of the Minister it is in the national interest that the proposed contract be entered into. Policies issued under Section 21, which authorizes a maximum liability of \$600 million, are at the risk of the Consolidated Revenue Fund.

Long-Term Export Financing

Under Section 21A of the Act, ECIC may, with the authority of the Governor in Council, provide long-term financing up to a total of \$400 million for export sales of capital goods.

The guiding rules for determining the eligibility of transactions for long-term financing are that the extended credit terms (beyond five years) are clearly necessary and justifiable; that the transaction gives promise of continuing export trade; that the Canadian content is not less than 80 per cent; that the transaction gives rise to significant employment and industrial benefits in Canada; that the export transaction is substantial in value; and that the foreign buyer and country of purchase have satisfactory credit standing.

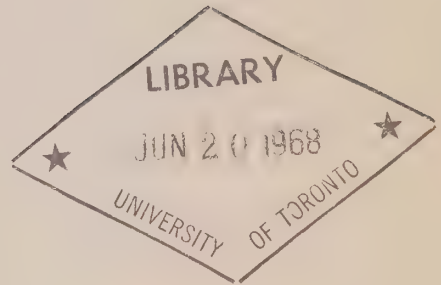
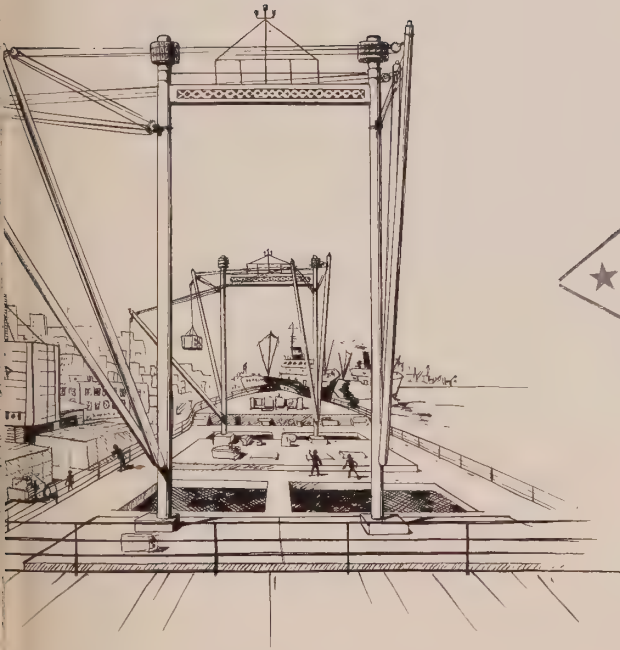
Improvements in ECIC's Facilities

In October, 1965, the Minister announced improvements in ECIC's facilities in response to developments in international trade. ECIC was authorized to provide unconditional guarantees to Canadian chartered banks which had agreed to finance on a non-recourse basis, insured export sales of capital goods on medium-term credit. The minimum value of transactions qualifying for Section 21A financing was lowered.

from \$2 million to \$1 million. ECIC may also provide long-term export financing to Canadian firms supplying capital goods and related services for part of an export transaction, the major portion of which is being financed by a foreign lender. Loans may also be made to national development banks to be re-lent or allocated to industrial or other users in the country concerned for purchases of capital goods from Canada.

Annual Report and Financial Statements

A detailed analysis by countries of actual risks underwritten by ECIC during 1965 and financing agreements signed under Section 21A of the Export Credits Insurance Act, as of December 31, 1965, will be found in the 1965 Annual Report of ECIC which is available upon request from the Corporation.



Annual Report

Department of Trade and Commerce

1966



Seventy-Fifth

ANNUAL REPORT

Department of Trade and Commerce

1966

The Honourable Robert H. Winters, *Minister*

J. H. Warren, *Deputy Minister*

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OTTAWA, June, 1967

The Honourable Robert H. Winters
Minister of Trade and Commerce
Ottawa, Canada

Sir:

I have the honour to submit the Seventy-Fifth Annual Report of the Department of Trade and Commerce, which covers the operations and services rendered during the calendar year 1966.

Your obedient servant,

J. H. WARREN
Deputy Minister

OTTAWA, June, 1967

To His Excellency
The Right Honourable Roland Michener, C.C.
Governor General of Canada

May it please Your Excellency:

I have the honour to submit to your Excellency the Seventy-Fifth Annual Report of the Department of Trade and Commerce covering the calendar year 1966.

A summary of the operations and services rendered by this Department, under their respective headings, is laid before your Excellency.

Respectfully submitted,

ROBERT H. WINTERS
Minister of Trade and Commerce

TABLE OF CONTENTS

	Page
Introduction	
Function and Organization	1
Summary Report on Canada's Trade, 1966	8
International Trade Policy Developments	9
Special Programs and Activities	14
Export and Import Trade Controls	14
Transportation	15
Economic Mission to France	17
Guiding Principles of Good Corporate Behaviour in Canada	18
Centennial Year Targets	20
Standards of Measurement	21
Export Oriented Training Program	22
Financing and Aid	23
Trade Fairs	24
Trade Missions	25
Tourism	26
Canadian Participation in Expo '70, Osaka	28
Export Promotion by Industry Sectors	29
Agriculture	29
Fisheries	32
Resource Materials	33
Manufactured Products and Services	37

APPENDICES

	Page
A. Head Office Directory	44
B. Regional Offices	49
C. Standards Branch Offices	50
D. Trade Commissioner Posts	54
E. Canadian Government Travel Bureau Offices Abroad	62
F. Tariff Arrangements in Force, December 31, 1966	65
G. International Meetings	79
H. Trade and Industry Association Meetings	81
I. Projects of the Canadian Government Exhibition Commission	85
J. Canadian Trade Missions	95
K. Publications Produced by the Trade Publicity Branch	101
L. Statement of Departmental Expenditure and Revenue	104
M. Distribution of Departmental Staff	105
N. Legislation Administered by the Department	106
O. Boards, Crown Corporations and Agencies	107

INTRODUCTION

As Canada reached the threshold of its Centennial year, the Department of Trade and Commerce was in its 80th year of existence. The Act establishing the Department was passed in 1887; it became effective in 1892.

Since then, both the nature and the function of the Department have undergone many changes. In its early years, the Department's responsibilities included control and supervision of Customs and of Internal Revenue, the administration of the Chinese Immigration Act, the direction of the Canadian Government Motion Picture Bureau and all matters "connected with our trade and commerce, whether it be home or foreign trade".

Over the years, as the economy grew and government functions became more specialized, matters relating to customs, revenue, immigration and motion pictures were transferred to other jurisdictions and the Department's work was concentrated increasingly on trade and commercial activities, both domestic and foreign. More recently the focus was moved primarily to export, although the Department continues to perform certain functions in the area of domestic commerce, particularly standards regulations.

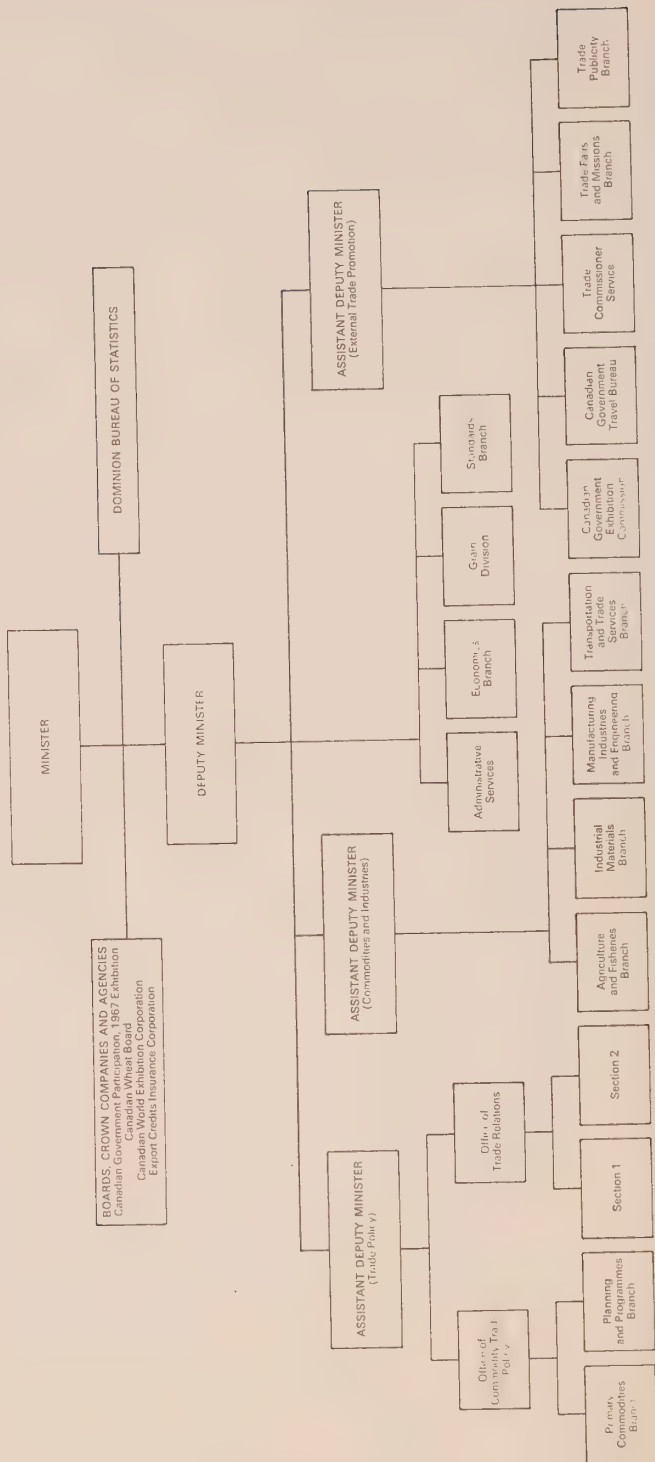
Travel promotion, which has become a significant factor in the balance-of-payment accounts of many nations, was added to its responsibilities in 1963. As this report indicates, travel has become an increasingly important earner of foreign exchange with each passing year.

In 1966, Canadian exports established a new record of more than \$10 billion. During the year the Department introduced a number of new programs of export promotion; various trade agreements were concluded; and Canadian trade interests were pursued through the Kennedy Round of multilateral trade negotiations in Geneva.

In order to encourage and facilitate full participation of Canadian subsidiaries of foreign companies in Canada's growth and development, Twelve Guiding Principles of Good Corporate Behaviour were established and made public. Tourist promotion activities were increased and accelerated in preparation for Canada's Centennial Year. An export target of \$11.25 billion was set for 1967.

These and other developments are summarized in this report.

DEPARTMENT OF TRADE AND COMMERCE ORGANIZATION CHART



FUNCTION AND ORGANIZATION

The Department of Trade and Commerce is responsible for the promotion of Canada's export trade and the development of trade policy, for increasing Canada's tourist income, and, in domestic commerce, for maintaining prescribed statutory standards.

Export Development and Promotion

To carry out its export role, the Department is organized into three main services: Trade Policy, Commodities and Industries, and External Trade Promotion, each headed by an Assistant Deputy Minister.

The Trade Policy Service works to obtain for Canadian exporters the best possible terms of access to markets abroad, and to ensure that the national importance of export is taken into account in the formulation of government commercial and economic policies.

The Commodities and Industries Service works closely with Canadian producers, manufacturers and other businessmen, studies their export potentials in terms of foreign demand and helps and encourages them to find customers abroad.

The External Trade Promotion Service is responsible for trade promotional activities outside Canada, particularly the Trade Commissioner Service.

Trade Policy Service

The Trade Policy Service encompasses the Office of Trade Relations and the new Office of Commodity Trade Policy.

The Office of Trade Relations is responsible for Canada's trade and tariff relations, working to safeguard established trading relationships and developing policy recommendations for further expansion and diversification of Canada's international trade relations.

The Office has five Area Divisions: Asia and the Middle East; the Commonwealth; Europe; Latin America; and the United States. Each is staffed by officers knowledgeable about trading conditions in these areas.

Three other Divisions are organized on a subject basis: Financing and Aid, which is responsible for departmental interest in export financing and Canadian aid programs; General Relations, which is concerned with trade and commercial policy generally (including the Kennedy Round of trade and tariff negotiations); and International Organizations, covering Canada's participation in the GATT, OECD, the United Nations Conference on Trade and Development, and the economic work of NATO.

In addition to the trade policy role, the Office of Trade Relations has major service responsibilities in providing expert information, advice and assistance to Canadian exporters on their access to foreign markets. It deals with problems arising out of tariffs, import and exchange controls, documentation requirements and other foreign governmental regulations affecting Canada's export trade.

Finally, the Area Divisions have a general trade promotion responsibility as the central point of contact between Canadian Trade Commissioners abroad and the Department in Ottawa.

The Office of Commodity Trade Policy, established in July, 1966, has a major responsibility in relating the developments and needs in various sectors of the Canadian economy to the formulation of trade policy recommendations. An important consideration is the need to increase the proportion and amount of processed and manufactured products in Canada's total exports.

Another main function concerns the negotiation of international commodity arrangements and related activities covering a range of primary commodities that are significant in Canadian export and import trade. This involves work on specific commodity policy problems in a number of international organizations in consultation with commodity experts within the Department and with other government departments and agencies. The Office has four divisions: Agricultural; Resource Industries; Industrial Materials; and Secondary Industries.

Commodities and Industries Service

The Commodities and Industries Service comprises four Branches. Three of these — Agriculture and Fisheries; Industrial Materials; and Manufacturing Industries and

Engineering — are subdivided into divisions according to commodity or industry groupings. In the promotion of export trade they provide a point of contact between the Department and the whole range of Canadian industry, including fisheries, livestock and animal products, plant products, chemicals, forest products, metals and minerals, appliances and commercial machinery, electrical and electronic equipment, mechanical equipment and engineering, and textiles and consumer goods.

The Commodity Officers staffing these Branches maintain close liaison with Canadian firms to help develop comprehensive information on export capabilities, performances and potentials, knowledge of company policies and advice on materials, products and services available for export. This information forms the basis for the Department's trade promotion activities. In addition, Commodity Officers continuously advise the industries they are concerned with on trends and potential in markets abroad, on exporting practices and on methods of approach to foreign market development.

The fourth branch of Commodities and Industries Service — the Transportation and Trade Services Branch — provides special service to Canadian exporters on transportation matters and export and import controls.

It also maintains the Department's extensive directory of Canadian exporters, which is used by all departmental staff at home and abroad. A further responsibility is administration of the Department's seven regional offices in Canada which provide vital on-the-spot points of contact with Canadian firms and with the trade departments of Canada's provincial governments.

Businessmen in the Atlantic Provinces are served by offices located in Halifax and St. John's, in the Western Provinces by offices in Vancouver, Edmonton and Winnipeg, and in Quebec by the Montreal office. In 1966, plans were completed for the opening of a seventh regional office in Toronto in April, 1967.

Each regional office is connected by telex to Ottawa and, through Ottawa, to most trade offices abroad. An increasing number of Canadian companies is using these offices as a source of professional help on export marketing problems. The offices have also proved an indispensable link in the

planning and execution of trade promotion projects and liaison with provincial government trade departments, trade associations and others vitally interested in international trade.

External Trade Promotion Service

The External Trade Promotion Service has four branches engaged in export promotion. Of first importance is the Canadian Government Trade Commissioner Service, the overseas arm of the Department. In its work abroad it promotes Canada's export trade and protects Canadian commercial interest in other countries. As of December 31, 1966, 66 offices were being operated in 46 countries.

In their efforts to help develop new markets for Canadian products and services, Trade Commissioners prepare market and economic reports; maintain vigilance over terms of access to foreign markets; and help represent Canada at international trade and economic conferences. They develop close contacts with local businessmen and government officials, report on trade opportunities, and process enquiries from Canadian businessmen. They also supervise on-the-spot organization of trade fairs in which the Department participates and assist with trade missions or other trade promotion initiatives. The Trade Commissioner holds watching briefs for other federal departments and, where he is the only Canadian Government representative, may undertake consular duties.

The Trade Commissioner Service opened a new trade post in San Francisco, California in October to serve more intensively Canada's trade prospects in that area. In July, the trade post at Bombay, India, was closed.

In 1966, the Trade Commissioner Service worked closely with the management of Expo '67's Business Development Bureau. A senior official from headquarters acted as liaison officer with Expo '67 management and especially the Bureau. Trade Commissioners around the world advised senior businessmen, government officials and important trade associations and other organizations within their respective territories of the services offered by the Bureau.

Departmental officers from Ottawa and Trade Commissioners visiting Canada between overseas assignments made individual trips to Montreal to receive briefings on the needs of the Bureau and with respect to the promotion of Expo '67 generally.

Three other branches working closely together in External Trade Promotion Service are the Canadian Government Exhibition Commission, Trade Fairs and Missions Branch, and Trade Publicity Branch. These are located at Ottawa.

The Exhibition Commission is responsible for the creation and administration of all government-sponsored Canadian exhibits abroad. A major portion of such work is related to the Department's annual program of participation in international trade fairs but the Commission also produces displays and exhibits at home and abroad for virtually every other federal department and agency.

The Trade Fairs and Missions Branch is responsible for furthering the Department's export promotion efforts through its annual trade fairs and trade missions programs. Its prime tasks are to co-ordinate the work of all other departmental branches concerned and to supervise the implementing of programs.

The Trade Publicity Branch plans and executes publicity activities in support of the Department's export trade promotion activities. It employs all media of communication, both at home and abroad. It also produces special booklets and pamphlets and a variety of audio-visual aids for use by other Departmental officers in trade promotion.

Tourism Promotion

The Department's second main function is tourism promotion. This task is the responsibility of the Canadian Government Travel Bureau, the fifth Branch of the External Trade Promotion Service.

The Bureau's prime purposes are to promote travel to Canada by non-residents and to help co-ordinate the total Canadian tourism promotion effort outside Canada by working with provincial travel bureaus, transportation companies and national, regional and local tourist associations.

Until 1962 the Bureau's efforts were virtually confined to the United States. Then it was authorized, progressively, to extend its operations to Britain, Europe, Latin America and Pacific Rim countries. The heart of the Bureau's operations is at its headquarters in Ottawa where it processes most travel enquiries; prepares and distributes publications; administers its extensive advertising and publicity programs; promotes tours and conventions business; initiates research activities; and

carries out direct mail promotions. Outside Canada the Bureau operates 21 travel promotion and counselling offices. Of these, offices in Australia and The Netherlands were opened in 1966.

Standards Work

The Department is also responsible for the standards used in domestic commercial transactions. The Standards Branch, which reports directly to the Deputy Minister, administers the requirements of the Weights and Measures Act, the Electricity Inspection Act, the Gas Inspection Act, the Precious Metals Marking Act and the National Trade Mark and True Labelling Act. These are designed to standardize weights, measures and quality. The Branch is organized into five main Divisions: Administrative Headquarters; Laboratory; Electricity and Gas; Weights and Measures; and Commodities and Precious Metals Marking.

The Laboratory Division provides technical and calibration services for inspectors in the field. It also carries out approval-of-type tests for measuring instruments. These establish the accuracy and durability of all equipment used for measuring the commodities and energy sold in Canada on which billings are based.

The Electricity and Gas Division ensures that all types of measuring devices used in selling and buying electricity and gas have been approved. It also makes periodic inspections of devices in service to ensure that standards of accuracy are maintained. Its 224 inspectors and clerks operate out of 20 district offices across Canada.

The Weights and Measures Division performs the same general functions in respect of weights and volumetric measuring devices. Inspections for accuracy are usually carried out annually. The Division maintains 21 district offices and five sub-offices with a field staff of 218 inspectors.

Six inspectors working out of Toronto, Montreal and Vancouver make up the field staff of the Commodities and Precious Metals Marking Division. Most of their work consists of examining advertising material, checking merchandise markings, and verifying the quality of certain articles offered for sale. These are: precious metals and materials such as furs, hosiery, textiles, turpentine, chamois, and the jewel content of clocks and watches. The Governor in Council

may (under the National Trade Mark and True Labelling Act) authorize regulations covering a large number of other articles, but generally this is done only at the request of the trade concerned.

Other Services

The Economics Branch provides an economic intelligence service and conducts studies on various aspects of the Canadian economy and markets abroad for use in the Department and government generally. This work falls into three main categories:

- (1) The continuous examination of the developing economic situation within Canada itself with special attention to developments relating to foreign trade and capital investment. Reports are prepared as required for information purposes or for specific programs.
- (2) The periodic examination of developments in major segments of industry and the preparation of market information pertaining to individual industries or commodities as required for background purposes or for specific programs of the Department; also examination of the changing structure of over-all world trade and of Canada's position in world trade.
- (3) Provision of analytical insight and judgement on the economic aspects of any problem, issue or subject requiring the attention of the Department.

During 1966, the Economics Branch had special responsibilities related to the issuance of Guiding Principles of Good Corporate Behaviour in Canada and in analyses of the responses to these guiding principles from Canadian subsidiaries of foreign companies.

The Grain Division is concerned with wheat, oats, barley, rye and certain of their products, including flour, in both export and domestic trade. It provides continuing liaison between the responsible government departments and other agencies charged with the domestic and export marketing of these commodities, including the Canadian Wheat Board, the Board of Grain Commissioners, the Trade Commissioner Service and the private export trade. The Division is also active in the formulation of policies relating to international cereals arrangements.

All units of the Department are provided with administrative support by the Administrative Services headed by the Comptroller-Secretary. This assistance embraces personnel, financial, office, and management advisory services.

In addition, the Comptroller-Secretary co-ordinates returns to Parliament and answers to questions required of the Minister on behalf of the Department and Crown Companies and Agencies reporting to the Minister.

SUMMARY REPORT ON CANADA'S TRADE IN 1966

Canada's export trade rose sharply in 1966, with an advance over 1965 of nearly 18 per cent. This compared with a gain of less than 6 per cent in 1965. Total export sales of \$10,326 million were an all-time record. At the same time, continuing demand in the domestic economy brought a substantial 14.3 per cent rise in imports, which totalled \$9,867 million. This left a surplus on merchandise trade of \$459 million compared with \$133.5 million in 1965.

By commodities, secondary manufactures and metals and mineral products each showed strong export gains. Much the largest gain consisted of increased sales abroad of motor vehicles and parts, reflecting progress in the rationalization of the automotive industry under the Canada-United States Automotive Agreement.

The value of wheat and flour shipments overseas increased by more than \$250 million from 1965 as sales soared to a record \$1,144 million. Major gains averaging more than \$100 million were recorded for both copper and newsprint exports.

The United States continued to be by far the leading buyer of Canadian exports. Sales to this country rose by \$1,200 million for a gain of about 24 per cent in 1966 and accounted for over three quarters of Canada's export increase. During 1966 the United States took 60 per cent of all Canadian exports. Significantly, about 31 per cent of these sales were in the end-product category while the proportion of crude or fabricated materials declined in ratio to the over-all total. In contrast, a decade earlier, the proportion of the more finished goods was only 10 per cent.

Major overseas markets in which sizable gains were realized in 1966 included South America (up 21 per cent) and Japan (up 25 per cent). Exports to state trading countries also rose sharply, reflecting large sales of wheat to the U.S.S.R. and Communist China. Sales to the Soviet Union were up by \$124 million and to China by \$80 million.

By contrast, other major overseas markets showed little such buoyancy. In Britain, import surcharges and other measures to restrain domestic demand reduced Canadian exports by about 5 per cent from the 1965 level. Other Commonwealth markets, as a group, increased their purchases from Canada by 8.5 per cent.

Sales to the European Economic Community increased at a slower rate of growth, especially in West Germany, and rose but slightly.

INTERNATIONAL TRADE POLICY DEVELOPMENTS

The GATT Kennedy Round of tariff and trade negotiations continued to be the major focus of attention in 1966. The goal was to complete these negotiations by mid-1967. More than 50 countries, including the United States, member nations of the European Economic Community, Britain and Japan participated in deliberations designed to achieve a substantial lowering of major trade barriers throughout the world. Special committees met to discuss particular commodity groups — notably chemicals, iron and steel, pulp and paper, aluminum and cereals. Discussions also covered non-tariff barriers, such as anti-dumping regulations.

The GATT Committee on Trade and Development held its Seventh Session in October to deal with the trade and development needs of the developing countries. Emphasis was on the participation of the developing countries in the Kennedy Round and on attempts to expand trade between these countries.

The 55-member Trade and Development Board of the United Nations Conference on Trade and Development (UNCTAD) convened in February and September to forward the work of the first UNCTAD Conference. Attention was directed to reports of the Board's four Committees. These

were concerned with trade in primary commodities; manufactures; financing and invisibles; and shipping. A second world Conference on the trade and development needs of the developing countries is planned for early 1968.

In the Organization for Economic Cooperation and Development (OECD) emphasis was also given to the developing nations' problems, including the work of UNCTAD and the new United Nations Industrial Development Organization (UNIDO). This body was established in 1966 to assist, promote and accelerate industrial development in the developing countries. Canada was elected to the 45-member Industrial Development Board, which is the governing body of the organization.

The various OECD Committees continued to provide forums for consultation on general economic, trade and aid policies and practices of member governments.

Commodity Developments

In addition to Kennedy Round negotiations, there were further developments in intergovernmental arrangements on trade in primary commodities. Continuing low world prices for sugar brought renewed efforts to develop a basis for negotiating a new international sugar agreement. Meanwhile, the 1958 International Sugar Agreement, operational provisions of which have been in suspense since 1961, was again extended by protocol. Consultations were also held on resuming negotiations for an international cocoa agreement.

The 1962 International Wheat Agreement was extended by protocol to July 1, 1967. At its Fall session the International Wheat Council again considered what action should be taken on the future of the agreement. It was decided to hold another session in April, 1967 to consider the matter in relation to Kennedy Round developments.

Other major international commodity agreements concerned tin and coffee.

The third International Tin Agreement came into force July 1, 1966 and the International Tin Council subsequently approved a price range which was higher than under the previous agreement.

Under the International Coffee Agreement, which came into force in 1963, moves were made to strengthen

provisions for achieving orderly marketing and stable world prices. These included stricter control measures to deal with violations of export quota obligations. In addition, in recognition of the continuing problem of over-production, the International Coffee Organization actively pursued its work on diversification programs.

Canada and the United States

The tenth meeting of the Joint Canada-United States Ministerial Committee on Trade and Economic Affairs was held in Washington in March. The Committee reviewed the continuing high level of development in both Canada and the United States and examined aspects of the two nations' close economic relationships. Balance of payments matters were discussed with special reference to the position of United States subsidiaries in Canada relative to the United States voluntary program on direct investment. Trade in motor vehicles under the Automotive Agreement was reviewed and it was decided to undertake a joint examination of trade in agricultural implements, tractors and light aircraft.

Several other commodities were given detailed attention. These included oil, cheese, lumber and snowmobiles. The United States foreign assets control regulations and United States surplus disposal programs relating to agricultural products and industrial materials from strategic stockpiles were also examined.

The Commonwealth

Commonwealth trade ministers met in London in June, 1966. They reviewed current developments in international trade and the scope for expansion of Commonwealth trade.

Heads of Governments of the Commonwealth Caribbean countries and Canada met in Ottawa July 6-8, 1966 to discuss ways and means of developing closer consultation and co-operation among Western Hemisphere Commonwealth countries. Subjects of mutual interest were examined, including trade, aid, transportation and communications. A protocol to the 1925 Canada-West Indies Trade Agreement was signed providing for review of the agreement following the Kennedy Round. The protocol dealt principally with specific commodities including rum, bananas, flour and codfish. It also provided for new consultative procedures on measures

to encourage economic development and establish a Standing Committee on Trade and Economic Affairs.

A Free Trade Agreement between Britain and Ireland came into effect July 1, 1966. This provided for abolition of most Irish tariffs on British goods over a ten-year period. Irish goods generally, already enjoy duty-free entry into the British market.

Late in the year the British Government announced its intention to explore the possibilities of Britain joining the European Economic Community, on terms that would safeguard essential British and Commonwealth interests.

The British temporary import charge, introduced in October, 1964, lapsed November 30, 1966.

Australia imposed new tariff rates on industrial chemicals and synthetic resins, including synthetic rubber, in October. These substantially increased tariffs on a number of major chemicals. A system was also introduced whereby additional duties are imposed on a number of chemicals if imported below specified price levels. The new tariffs have particularly affected Canadian exports of synthetic rubber.

Import controls continued to affect Canadian exports to New Zealand and other Commonwealth countries, including Jamaica, Trinidad, India and Pakistan.

In 1966, New Zealand exempted a wide range of goods from import licensing, but the import quotas on goods subject to control were cut back by as much as 25 per cent below 1965-66 levels. New restrictions were imposed by Jamaica and Trinidad under their industrialization programs.

In August, the Malaysian Government withdrew preferential tariff treatment on a wide range of items, including motor vehicles and unmanufactured tobacco, which have been traditional Canadian exports to Malaysia. In November, Sierra Leone introduced import licensing of flour to protect a new flour mill.

Europe

Tariffs among the six member states of the European Economic Community (France, West Germany, Italy, Belgium, The Netherlands and Luxembourg) remained unchanged in 1966. However, it was decided that final reduction of the internal tariffs should be made in two stages: a decrease of 5 per cent July 1, 1967 and the remaining 15 per cent

July 1, 1968. The Council of Ministers also decided that the common external tariff will be applied July 1, 1968.

A three-year agreement of association between the EEC and Nigeria was signed in July. This provided for the progressive elimination of customs duties on Nigerian exports to EEC and established duty-free quotas for cocoa beans and other tropical products. In return, Nigeria granted certain tariff preferences to the EEC.

Six members of the European Free Trade Association — Austria, Britain, Denmark, Norway, Sweden and Switzerland — removed the final 20 per cent of the duties between them on industrial products December 31. Portugal is dismantling its tariffs against other EFTA countries over a longer transitional period.

A protocol renewing the Canada-U.S.S.R. Trade Agreement for a further three years was concluded in June. At the same time, an agreement was reached between the Canadian Wheat Board and the Soviet Grain Trading Agency providing for purchases by the U.S.S.R. of some 336 million bushels of wheat in the three-year period.

A new long-term wheat agreement was signed with Poland in July. This provided for exports of wheat totalling 33 million bushels over three years.

Latin America

Venezuela joined the Latin American Free Trade Association in September and Bolivia was accepted for membership in December. With these additions, LAFTA includes Mexico and all of continental South America except Guyana, Surinam and French Guiana. No changes were made in membership of the Central American Common Market which includes Nicaragua, El Salvador, Honduras, Costa Rica and Guatemala.

Chile and Brazil announced that new tariffs on Canadian goods would be introduced early in 1967. Brazil proceeded to remove many of its complex trade and foreign exchange regulations, including the elimination of prior deposit requirements. Adjustments were also made in import control regulations by Colombia and Ecuador.

Asia and the Middle East

The fourth meeting of the Canada-Japan Ministerial Committee was held in Ottawa, October 5 and 6, 1966,

A new long-term wheat agreement concluded between the Canadian Wheat Board and the China National Cereals, Oil and Foodstuffs Import and Export Corporation became effective August 1, 1966 on expiry of the previous agreement. It will remain in force until July 31, 1969. In the new agreement, the Chinese corporation agreed to purchase from Canada 112.0 to 186.7 million bushels of wheat over the three-year period. Later, in April 1966, the Chinese agreed to increase these quantities to a minimum of 168 million bushels and a maximum of 280 million bushels over the three years.

Canada and the Republic of Korea signed a trade agreement in Ottawa, December 20, 1966 which came into force immediately. It provides for an exchange of most-favoured-nation treatment. There is also an understanding on access to the Korean market for Canadian goods which may be affected by Korea's balance-of-payments controls and with respect to sales of certain sensitive Korean goods in Canada. Korea applied to join the General Agreement on Tariffs and Trade in 1966.

In the two-year-old Arab Common Market, which consists of Iraq, Jordan, Kuwait, Syria and the United Arab Republic, customs duties were reduced and import quotas were increased January 1 according to schedule. Duty reductions were generally 20 per cent on agricultural and other primary products and 10 per cent on manufactured goods.

SPECIAL PROGRAMS AND ACTIVITIES

Export and Import Trade Controls

A number of significant developments took place in 1966 in the administration of trade controls under the Export and Import Permits Act. Consistent with the requirements of the United Nations Resolution of November 20, 1965, and the related restrictions imposed on trade with Rhodesia, certain general export and import permits were suspended to prohibit exports to Rhodesia or imports of Rhodesian goods.

The United States government on March 11, 1966 imposed export quota control over hides, skins, leather and leather manufactures to all destinations except Canada. To assist continued access to United States sources of supply, Canada

in turn restricted re-export of hides and skins of United States origin. As world supplies improved during the latter part of the year, these restrictions were relaxed.

Effective November 1, 1966, Canada placed restrictions on the amount of coffee which could be imported from countries that are not members of the International Coffee Agreement. These regulations were to remain in effect until September 30, 1967 unless the International Coffee Council extended the period.

During the year, the world-wide shortage of copper intensified. To ensure adequate supplies for Canadian needs, controls had been imposed in November 1965 over off-shore exports of copper materials from Canada. Under the regulation, individual export permits are required for shipment of copper ores and concentrates, matte, anodes, all refinery shapes, rolled copper rod, copper and copper base alloys in all mill forms, including wire mill products, secondary ingot and copper and copper base scrap, to all destinations other than the United States.

The Import Control List was amended to implement action for support of the price of Canadian casein by imposing import control on dry casein and caseinates.

The Import Control List was further amended to facilitate importation of casual gifts into Canada for the Christmas season. General Import Permit No. Im. 5 (which expired January 15, 1967) authorized any person to import casual gifts, including those transported by parcel post, to a value not exceeding \$25 and under certain prescribed conditions.

Transportation

The quality of transportation services available to Canadian exporters — in terms of freight costs and conditions and adequacy of services — is a significant factor affecting Canada's external trade development. In this, the Department's concern is with the user interest. Comprehensive records are maintained on ocean freight rates, shipping services and other related data. Information and guidance are provided to exporters on freight costs, conditions of carriage, transport services and overseas routings.

An important development was the formation in November of a Canadian Shippers' Council, comprising national trade associations and major regional associations. The Council is patterned on the lines of Shippers' Councils in

Britain and Europe but designed to fit Canadian circumstances. The main purposes of the Council are to seek improved communications and relationships with carrier interests and to deal with such matters as harbour facilities, standardization of documents and adequacy of services. The Department worked closely with founding members in establishing the Council and this relationship will be continued on matters of mutual concern.

The Department pursued studies dealing with the movement of goods to overseas markets. A quarterly analysis is made of ocean charter rates on commodities moving in trade routes of interest to Canadian exporters. In concert with the Canadian Port Committee (which encourages shipment of exports and imports through Canadian ports), a study was conducted of the routing of coffee imports to Canada.

At the Commonwealth Caribbean-Canada Conference in July, the Canadian Government agreed to examine transportation services between Canada and the Caribbean area in the light of possible long-term contributions to trade promotion, and the Department undertook these studies.

An interdepartmental committee continued its studies of the report of the Restrictive Trade Practices Commission on Shipping Conference Arrangements and Practices. This report dealt mainly with measures designed to safeguard the public interest in patronage contracts between a shipper or a consignee and a conference. The committee's recommendations will be used as the possible basis for formulating policies affecting the ocean shipment of Canada's trade.

An official of the Department headed the Canadian delegation to a special session in July of the Committee on Shipping of the United Nations Trade and Development Board in Geneva. This special session considered a proposal to study the level and structure of freight rates, conference practices and the adequacy of shipping services. The objectives of the study are to promote understanding of the economics of shipping, the impact of costs of shipping services on international trade and payments, and the factors entering into the determination of shipping routes and freight rates — with particular reference to the developing countries.

The Department analyzed exports of steel products shipped through Canadian Atlantic ports during the winter

season and again co-ordinated rate negotiations between the steel producers, the railways and the National Harbours Board. The negotiations resulted in the establishment of special rail rates for the 1966/67 winter season.

Economic Mission to France

A major project was the sending of a Canadian Economic Mission to France in June.

This was the first step in implementing a joint decision, made in 1964, by the President of the French Republic and the Prime Minister of Canada to establish closer economic relations between the two countries.

The 21-member Mission was organized by the Hon. Robert H. Winters, Minister of Trade and Commerce, and led by the Hon. C. M. Drury, Minister of Industry. It was instructed to "examine and report on prospects for closer relations between the Canadian and French business communities." In particular, the Mission was to identify industries and other areas of business activity where opportunities seemed feasible for closer relationships on a reciprocal basis — particularly through the exchange of technical information, investment and links between like-minded organizations in each country.

Members of the Mission were:

Jean-Charles Cantin, M.P., Parliamentary Secretary to the Minister of Trade and Commerce

G. Maxwell Bell, Chairman, FP Publications Ltd.

W. B. Boggs, President, The de Havilland Aircraft of Canada Ltd.

John R. Bradfield, Chairman of the Board and Chief Executive Officer, Noranda Mines Ltd.

Francois E. Cleyn, President, Cleyn & Tinker Ltd.

Ralph M. Collins, Senior Vice-President, Domtar Limited

J. L. E. Couillard, Vice-President, Economic Council of Canada

Jean Deschamps, Director General, Société Générale de Financement du Québec

Paul G. Desmarais, Director General, Trans-Canada Corporation Fund

Yves Dubé, Head of the Economics Department, Laval University

Marcel Faribault, President, General Trust of Canada
Stuart M. Finlayson, Chairman and Chief Executive
Officer, Canadian Marconi Company
Charles W. Gibbings, President, Saskatchewan Wheat Pool
Lorenzo Hébert, Deputy Governor, Bank of Canada
Dr. Leslie E. Howlett, Director, Applied Physics
Division, National Research Council
R. Holley Keefler, President, Northern Electric
Company Limited
Neil J. McKinnon, Chairman of the Board, Canadian
Imperial Bank of Commerce
Jean P. W. Ostiguy, President, Morgan, Ostiguy &
Hudon Ltee.
Hon. James Sinclair, Chairman, Lafarge Cement of
North America Ltd.
R. E. Tweeddale, General Manager, New Brunswick
Electric Power Commission
J. H. Warren, Deputy Minister, Department of Trade
and Commerce
S. E. M. Jules Léger, Canadian Ambassador to France
(member ex officio)

Mission members participated in more than 50 meetings with Ministers and officials of the French Government, French industrialists, financiers and industry organizations. All these discussions confirmed that opportunities exist for closer commercial, industrial and financial links between the two countries.

The Mission found that business communities in France and Canada have much to offer each other, particularly in science, technology and investment and urged that Canadian business and industry leaders consider how they can best take advantage of the opportunities.

The report of the Mission is available from the Department of Trade and Commerce or the Department of Industry, Ottawa.

Guiding Principles of Good Corporate Behaviour in Canada

Seeking to encourage and facilitate full and appropriate participation of Canadian subsidiaries of foreign companies in Canada's growth and development, the Minister wrote

to the chief executive officers of some 3,500 such firms. His letter set forth 12 guiding principles of good corporate behaviour. It emphasized the need for foreign subsidiaries in Canada to strive for maximum realization of their potential and for full participation in, and identification with, Canadian interests.

The letter also sought the co-operation of the larger foreign-owned subsidiaries in providing periodic information, on a confidential basis, relative to certain aspects of their operations and financing.

With company replies naturally varied in relation to the different principles, responses from senior management indicated a large general measure of conformity and a willingness on the part of most companies progressively to pursue policies in line with the Minister's objectives. Many companies also stated that they had found the statement helpful in suggesting the direction corporate thinking might take for the mutual benefit of company operations and Canada's trade, economic and social needs.

The objectives set forth by the Minister as a guide toward achieving and maintaining good corporate citizenship were as follows:

1. Pursuit of sound growth and full realization of the company's productive potential, thereby sharing the national objective of full and effective use of the nation's resources.
2. Realization of maximum competitiveness through the most effective use of the company's own resources; progressively achieving appropriate specialization of product development within the international group of companies.
3. Maximum development of export opportunities.
4. Extension of processing of natural resource products to the economically practicable maximum.
5. Pricing policies aimed at assuring a fair and reasonable return to the company and to Canada for all goods and services sold abroad, including sales to the parent company and other affiliates.
6. To search out and develop economic sources of supply of parts and materials within Canada.
7. To develop, as an integral part of the Canadian operation wherever practicable, the capability for technological

research and design necessary to pursue product development programs and thus to take full advantage of market opportunities domestically and abroad.

8. Retention of sufficient earnings to give appropriate financial support to expansion of the Canadian operation while ensuring fair return to shareholders.

9. To work toward a Canadian outlook within management, through purposeful training programs, promotion of qualified Canadian personnel and inclusion of a major proportion of Canadian citizens on its Board of Directors.

10. To achieve a financial structure which provides opportunity for equity participation by Canada.

11. Periodically to publish information on financial position and operations.

12. To give appropriate attention and support to recognized national objectives and established government programs designed to further Canada's economic development; to encourage and support Canadian institutions directed toward intellectual, social and cultural advancement.

Centennial Year Targets

While the Department moved steadily forward on all operational fronts to help Canadian firms achieve a record export total of more than \$10 billion in 1966, plans were simultaneously being made to put forward a special effort in Centennial Year. In addition to marking the one-hundredth anniversary of Confederation, 1967 was also to be the year of decision in the Kennedy Round.

At the end of 1966, plans were being formed, and administrative arrangements were being made, to ensure a continuation and acceleration of the upward export trend through Centennial year. The Minister set a 1967 export target of \$11.25 billion and detailed work was concentrated on helping to assure achievement of this objective.

To strengthen links between businessmen and the Department, the Minister decided to establish an Export Advisory Council composed of leading industrialists and businessmen representative of sectors of industry and regions of Canada. The primary purpose of the Council is to bring to bear the experience and know-how of the business community in guiding the development of the Department's export trade promotion programs and services.

At the same time, the Minister sent letters to the operating heads of 6,000 Canadian companies with long experience in export trade. He urged them to reassess their export aims for 1967 in light of the Centennial Year export target and to determine if their share of the nation's export objective could be increased. The letter asked each company to make export expansion a matter for close attention at senior management and board level.

Similar letters were sent to the chairmen or presidents of 600 other companies which were not known to have been active in foreign markets hitherto, but which were considered to have export sales potential. These companies were invited to consult with Departmental officials to determine if their products offered opportunities for foreign sales and to join in the Department's export trade promotion campaign.

Arrangements were made with the Trans-Canada Telephone System to establish a toll-free telephone service throughout Canada whereby companies could be put in touch with the nearest Departmental regional office by calling a common number, Zenith 0-1967. A national advertising campaign was developed to direct attention to this service and to the facilities and help available from the Department.

Plans were also completed to bring to Canada senior Trade Commissioners from the Department's most important offices abroad and to schedule trade promotion conferences in eight cities across the country. At each of these, Canadian firms could arrange private interviews with the trade officers to discuss export prospects for their products in any of the world's markets.

Standards of Measurement

The year saw a continuation of the high level of activity in the field of measurement for industry and utilities reported in 1965. Some programs started in 1965 are in continuing development; others have been completed.

There is an increasing appreciation of the need to utilize equipment and systems which accurately assure quantity control. Since inspection and maintenance represent increasingly significant cost factors, industry is looking for devices that will perform more efficiently, and over longer periods. Thus, power utilities, in view of the cost of removing meters for inspection, have shown growing interest in sampling procedures

in which performance is judged by a small control group. These permit continued in-service of meters.

Additionally, for commercial and industrial loads, the installation testing program has demonstrated to utilities that approved devices, installed incorrectly, can have serious consequences — changeover in equipment can be expensive and in some instances beyond a company's resources.

In line with the Department's policy of assistance to industry, programs can be developed to modernize existing installations. In this area, some industries are requiring scales of increasingly heavy capacity. For particular applications, a program of conversion of older types of scales was devised so that new mechanical or electronic recording heads to meet current needs can be incorporated.

The problems inherent in advancing technology continue to tax the engineering staff. Field application has required greater inspection skills, which are being continuously developed. The application of automation and sampling has made it possible to re-allocate staff rather than add new personnel.

Operations in the electricity and gas utilities especially lend themselves to these man-hour saving programs.

The general weights and measures program is under evaluation to ensure that results are commensurate with effort. Legislative changes may be necessary to accomplish this.

Regulatory commitments are largely being met, and industry requests are being satisfactorily processed. The basic policy is to up-grade measurement practices in Canada and to provide adequate traceability for basic measurement standards.

Export Oriented Training Program

Toward the end of the year, the Department developed a new export promotion technique by introducing an Export Oriented Training Program. This is an extension of and supplementary to the trade missions program and is administered by the Trade Fairs and Missions Branch. Its objective is to assist in making Canada, its products and its technical expertise better known among overseas buyers in various fields. The program is available to Canadian exporters (or trade associations where applicable) who can show that their export business can benefit as a result.

To qualify, the trainee must be an employee of a potential customer or in a position where he can now, or will eventually, influence purchase decisions. The training period is normally from three months to a year.

The program is on a cost-sharing basis: the Department pays two-way air transportation for the trainee, the Canadian company pays him an allowance to offset Canadian living costs, and the overseas company pays his salary.

To make the program better known, the Department's Commodity Officers have drawn it to the attention of export industries and trade associations. Trade Commissioners have also publicized it within their respective territories.

Financing and Aid

Canadian exports in 1966 continued to receive special government assistance in the form of export credits insurance, and long-term export financing. Sales also benefited as a result of Canada's external aid program.

Export sales insured by the Export Credits Insurance Corporation at its own risk totalled \$155 million in 1966 as compared with \$133 million in 1965, while export sales insured by the Corporation at government risk amounted to \$52 million as compared with \$78 million in the previous year.

Government long-term export financing assisted in exports of \$24 million of Canadian goods and services in 1966. Products included telecommunications equipment, rails, and equipment for an electrification program. Shipments were made to Argentina, Greece and Mexico. At year end it appeared that two further transactions would soon be consummated. In addition, financing assistance was recommended for a number of projects which, however, did not materialize. During the year, Parliament authorized an increase from \$400 million to \$500 million in the funds available for long-term export financing under Section 21A of the Export Credits Insurance Act.

An amendment to the Export Credits Insurance Act in late 1966 made two important provisions. Section 14 was amended to allow the Export Credits Insurance Corporation to issue unconditional guarantees to banks for its own account. Section 21 was amended to allow a similar provision for the government's account on authorization of an order in council. Formerly, such guarantees were required to be

issued under Section 21A. This had the effect of reducing the amount otherwise available for long-term export financing. The Corporation was further empowered, when authorized by the Governor in Council, to enter into agreements for the re-scheduling of debts outstanding.

Under an agreement between the Export Credits Insurance Corporation and the Inter-American Development Bank, Canada pledged \$15 million to finance export sales of capital goods and related services to Latin American countries. The \$15 million is an initial pledge and not a limitation on the long-term export financing available with respect to Latin America. Applications presented by Canadian exporters to the Export Credits Insurance Corporation on a direct basis for financing projects in Latin American countries under Section 21A will continue to be considered in the normal manner.

Canada has committed funds under various international consortia as part of its financial contribution to the economic growth of several developing countries. Normally, exporters seeking business abroad submit applications for the required financing. In the case of pledges in the consortia, funds are committed to the countries concerned before specific projects are proposed to Canada for consideration.

Again in 1966, a number of important improvements in the Government's export insurance and export credit facilities were implemented to meet changing conditions faced by Canadian exporters in foreign markets. These improvements were introduced to help maintain the competitive position of Canadian exporters. Further such changes will be made, as necessary, to ensure that Canada has available insurance and financing facilities comparable to those in competitor countries.

Trade Fairs

A trade promotion technique borrowed from antiquity and reshaped to meet the needs of the modern commercial world, continued to be one of the most popular and effective methods of putting Canadian sellers in touch with foreign buyers.

During the year, the Department sponsored exhibits of Canadian products at 41 trade fairs in 14 countries. The exhibits ranged from an outstanding display of Canadian production equipment and other capital goods at the XXXIV

Barcelona International Samples Fair to an exhibit occupying a series of hotel rooms at the California Gift Show.

Results were impressive: at Barcelona, sales of more than \$6 million over a two-year period were indicated; in California, sales on site and anticipated over 12 months were estimated at \$400,000. At the other 39 sites, results varied according to the nature of the fair and of the market, but participating firms were equally enthusiastic. Even where specific or projected sales could not be calculated, trade fair participation enabled many companies to meet and close negotiations with agents in areas of the world where they had never previously enjoyed representation.

The Department has been sponsoring Canadian exhibits at international trade fairs for more than 60 years and the success of this important form of export trade promotion has shown steady year-to-year growth.

The year's trade fair program is the result of careful consideration of many proposals. A committee of senior officers from all branches considers recommendations from trade commissioners in all areas and commodity officers based in Ottawa. These recommendations result from consultation with businessmen, provincial government trade departments and trade associations.

The Department's service to the Canadian exporter in this program is extensive. It includes design and erection of the exhibit, publicity services, and shipping the products to the fair. The exhibitor pays only a small percentage of the cost and is generally expected to man his display with qualified personnel.

Trade Missions

Further increases in the Department's Trade Missions program were recorded in 1966. Since it began in 1960, 81 missions have been sent abroad and 42 have been brought to Canada. These missions have been highly productive in stimulating new export opportunities and their value is expected to increase in future years.

The program, which originally included both horizontal and vertical missions, now concentrates almost entirely on the latter — each representing a single industry or industry grouping. The emphasis has also shifted from outgoing to

incoming missions — 1966 was the first year in which the incoming missions out-numbered outgoing.

Each year's program is planned by a Trade Missions Committee of officers of the Department. As with trade fairs, prior consultation with trade commissioners, provincial governments and trade associations ensures that missions are selected which will best take advantage of export opportunities for the widest range of industries.

In the 1966 program, 12 outgoing missions visited some 20 countries while 17 incoming missions were sponsored from Europe, Southeast Asia, Latin America, the United States and Japan. A total of 267 businessmen and Department officers served on these missions — 85 on outgoing missions and 182 on incoming.

Trade missions are particularly useful in markets where trade fairs are few and for products and services that do not lend themselves to exhibits. They offer businessmen the opportunity to make primary market surveys in depth and to assess personally the export potential for their products. At the conclusion of each outgoing mission a report is prepared, published and distributed by the Department for the benefit of the industry represented.

Incoming Missions bring interested foreign buyers into direct contact with the availability of products from Canadian sources.

Tourism

Tourism continues to grow as an important external revenue producer in practically all nations. In Canada in 1966, it was the third highest source of foreign exchange earnings — next only to newsprint and wheat — producing earnings of \$840 million. This compared to \$806 million in 1965 and was double the \$420 million realized only six years previously.

Year-to-year expansion in travel advertising, publicity and promotion, shorter work weeks, increased disposable income, growing paid vacations and vast improvements in transportation were the main factors stimulating this growth.

Tourist traffic from the United States continued to increase significantly. Entries from the U.S. in 1966 totalled 35.3 million — 20 per cent more than in 1960. This resulted in a revenue of \$730 million and a net gain for Canada, since Canadian visits to the U.S. totalled 34.4 million and spending \$631 million.

The number of tourists from overseas also is rising. In 1966, direct entries reached 149,502, more than 12 per cent higher than in 1965, while indirect entries (through the United States) were 261,261.

As the major agency responsible for promoting travel to Canada, the Canadian Government Travel Bureau serviced 1,808,000 inquiries in 1966. The Bureau operated offices in Britain, France, Germany, The Netherlands, Mexico, Australia and Japan, in addition to 14 in the United States.

Making full use of automated techniques and electronic data processing, the Bureau continued to expand its promotional activities in the areas of advertising, publicity, direct mail, travel research and special programs.

Greater emphasis was focused on improving the standards of Canadian hotel, restaurant and other hospitality facilities. Red Carpet Canada '67, a program embracing a series of seminars in 22 centres across Canada, was sponsored by the Bureau and organized by the Canadian Restaurant Association and the Hotel Association of Canada. Each seminar featured two well-known speakers in the hospitality field. One emphasized the vital need for courteous and efficient service and the other gave practical advice on appropriate training techniques. The object was to encourage hotel, motel and restaurant owners and their managers and supervisory personnel to develop the highest possible standards for reception and care of visitors and to generate enthusiasm and general pride in the service they provide.

The Bureau's newly appointed Visitors Reception Officer, travelling with officials of the Departments of National Revenue (Customs and Excise Division), and Citizenship and Immigration, visited all Canada's major ports of entry. In each city visited, seminars were conducted to inform border officers of the importance of tourism to Canada and of the vital role they played as the first Canadians to greet visitors.

In general promotion, the Bureau conducted a direct mail campaign to 2,000,000 selected households in the United States using computer-printed personalized letters. These went to persons who had previously requested and received literature or information and invited them to re-visit Canada during Centennial year. In addition, some 24,750,000 pieces of literature were distributed in North America and a further 3,250,000 overseas.

More than 546,000 personalized replies were processed by the Bureau's Travel Counselling Section during the year. Its data processing installation had to be enlarged to handle the record number of travel inquiries received.

In special promotions for Centennial celebrations and Expo '67, the Bureau undertook co-operative programs with the Centennial Commission, the Canadian Government World Exhibition Corporation, and provincial and municipal travel promotion agencies and carriers.

A typical project was an Expo '67/Canada Today exhibit at Macy's department store in New York City which ran for seven weeks from April 28 to mid-June. This was the largest non-commercial endeavour of its type ever undertaken by the department store. It included a multi-screen film slide show on Canada and demonstrations by members of the Armed Forces Military Tattoo, bands, drill squads and honour guards. There was also a display to publicize Air Canada's DC-9 jet service to and within Canada. This promotion was later repeated in other U.S. cities.

A Canada Night was organized in June for some 500 members of the Washington press corps. Canadian bands and the R.C.M.P. Musical Ride participated in Macy's Thanksgiving Day Parade, November 24, which also included a Canadian float.

The Visit Canada program, instituted in 1961, continued to expand in scope. Five travel editors came to Canada as guests of the Bureau in the initial year; by 1966 the number had grown to 150. Their visits covered all provinces and territories, resulting in many feature articles and photographs in major U.S. publications, and extensive coverage on U.S. radio and television.

During the last quarter of the year, a major advertising campaign featuring Centennial year was initiated by the Bureau on behalf of the Centennial Commission.

Canadian Participation in Expo 70, Osaka

Following a Cabinet decision in September, 1966, Canada became the first country outside Japan to announce participation in the Japan World Exposition, Osaka, 1970. Preparations were made by the Canadian Government Exhibition Commission for a feasibility study and a nation-wide architectural competition for the proposed Canadian pavilion.

EXPORT PROMOTION BY INDUSTRY SECTORS

The Department works closely with all sectors of Canadian industry to help expand and strengthen their positions in markets abroad. A variety of techniques is employed. Assistance to some industries involves arranging participation in international trade fairs. For others, trade missions are organized and market studies undertaken. Promotional literature is prepared for various industries. Efforts may be concentrated in one market area or several. They may constitute single promotions or continuing programs.

The following pages provide a comprehensive summary of what was achieved for and with major industries in 1966 — a year of considerable expansion in the Department's export promotional activities.

AGRICULTURE

Livestock

Active promotion of Canadian breeding stock in markets abroad was continued in 1966, with good results.

The program included trade missions and exhibits in important fairs in Yugoslavia and Mexico. A major undertaking was a mission to Japan and Korea to assist and advise cattlemen in these two countries on the breeding and feeding of Canadian livestock.

Incoming missions were organized from the EEC countries and Peru. The EEC mission consisted of high ranking officials of animal health and meat inspection services. The aim was to familiarize them with the high health standards of Canadian livestock, the rigid standards of inspection of Canadian meat and its prime quality.

In exhibits abroad, Canadian Holstein-Friesians attracted considerable interest at the 33rd International Agricultural Fair of Novi Sad, Yugoslavia. Canadian Ayrshires, Guernseys and Jerseys were also exhibited at the National Livestock Fair at Chapingo, Mexico and the Queretaro Livestock Fair at Queretaro, Mexico. At all three fairs, all cattle exhibited were sold and further sales were made in Mexico as a result of the exhibits there.

Efforts were also concentrated on developing new markets for other kinds of Canadian livestock by stressing their high performance standards and excellent health in a variety of environments. These included the three Canadian beef breeds — Canadian Herefords, Aberdeen Angus and Shorthorns — and swine.

Cheddar Cheese

Representations continued to be made to United States officials on their import restrictions on Cheddar cheese.

On March 31, the President issued a proclamation increasing the world quota for the year ending June 30 by 926,700 pounds. As a result Canadian exporters were able to increase their exports to the United States in this period.

At the same time, the President asked the United States Tariff Commission to investigate proposals which, if adopted, would have the effect of providing substantially better access to the United States market for aged Canadian Cheddar cheese. The Tariff Commission held hearings on these proposals but its subsequent report to the President had not been made public by the end of 1966, and no action on it had been taken by the President.

Dry Skimmed Milk

Efforts by the trade and the Department succeeded in opening a substantial market for dry skimmed milk in Japan, which is now Canada's largest export market for this product, with total sales in 1966 of some 28 million pounds.

Oilseeds

The Department continued its comprehensive program to promote exports of vegetable oilseeds, especially rapeseed, of which Canada is the world's largest exporter.

Included in this program was a tour of rapeseed growing areas, crushing plants and research establishments in the western provinces by 15 representatives of the Japanese crushing industry, the leading purchaser of Canadian rapeseed.

Promotional and technical literature on rapeseed and other oilseeds and their by-products, produced by the Department and the Department of Agriculture, was widely distributed through Canadian trade offices abroad. A principal

objective was to acquaint foreign livestock and poultry feed manufacturers with the advantages of rapeseed meal as a feed ingredient.

Tobacco

A tobacco trade mission sponsored by the Department visited Japan, Hong Kong, Singapore, Malaysia and Thailand, and found the prospects favourable for increased sales of Canadian tobacco to Japan. Valuable contacts were made in the other countries and it is hoped that these will lead to future sales.

Officials of the Department took part in negotiations between the Ontario tobacco producers and British buyers. This resulted in an arrangement to purchase the largest quantity of Canadian flue-cured tobacco yet taken by Britain.

As part of an expanded market service to the Canadian industry, the Department initiated publication of foreign tobacco trade intelligence in *The Lighter*, a publication of the Department of Agriculture.

Packaged Foods

Under the sponsorship of the Department, Canadian packaged foods were featured in trade fairs held in Glasgow, Manchester and London and in an international food exhibition held in France.

The first major in-store promotion organized by the Department for Canadian foods in Britain was developed in co-operation with the Fine Fare food chain in Greater London during the month of January, 1967.

A detailed honey market study was prepared for the newly-formed Export Committee of the Canadian honey industry. Meetings were held to discuss a long-term market development program to be carried out in co-operation with the industry.

Potatoes

Exports of both seed and table potatoes reached an all-time record in volume in 1966. The traditional pattern was maintained, with the Maritime Provinces supplying the bulk of the exports. There was, however, a pronounced increase from other production areas.

The testing of Canadian seed under local conditions in potential and current markets continues to make a substantial contribution to building Canada's potato trade. In 1966, the Department arranged shipments of seed potatoes for testing to Ceylon, the Republic of South Africa, Portugal, Guatemala and Commonwealth Caribbean islands.

An attractive booklet on Canada's potato production, research and trade was prepared by the Department in several languages and distributed widely through Canadian trade offices abroad.

Furs

The Department exhibited a wide variety of wild and ranched furs in March-April at the International Fur Fair in Frankfurt, West Germany in co-operation with the provinces and the ranched fur associations. The exhibit was attended by buyers from all parts of the world. The success of this annual display has resulted in a steadily increasing number of foreign buyers at Canadian fur auctions.

FISHERIES

Unprecedented growth and change have characterized the Canadian fishing industry in the past few years, notably in 1966. In the Atlantic provinces, the industry is being transformed from an inshore fishery using relatively small boats to an efficient deep-sea trawler fleet. A significant trend has been the concentration of activity in fewer ports, where small fish processing plants are being replaced by multi-million dollar operations. These incorporate the latest in automation, technology, product development and marketing techniques. Fishing vessels now being built incorporate the most modern equipment.

In line with this transition, the Department, in co-operation with the federal and provincial government fisheries departments and the Canadian fishing industry, continued its systematic examination of fisheries production and markets in leading fish producing and consuming countries. As part of this program, a Canadian Fisheries Reconnaissance Mission visited New Zealand and Australia in 1966. An on-the-spot check was also made into market conditions in Hawaii, Ceylon, Singapore, Malaysia, India, Britain, and France.

The Royal Commission of Inquiry into Freshwater Fish Marketing, jointly sponsored by the Departments of Trade and Commerce and Fisheries in 1966, recommended establishment of a federal marketing board. This board would administer the freshwater fisheries of Northwest Ontario, Alberta, Saskatchewan, Manitoba and the Northwest Territories. The recommendations of the Commission were studied by the Federal-Provincial Prairie Fisheries Committee which includes officials of the Department.

An innovation in 1966 was the Department's sponsorship of a Canadian fisheries display at the International Food Fair in Paris. Some 40 exporters of fisheries products across Canada exhibited. Various species of freshwater fish were cooked by an expert chef at the display and sampled by French buyers. The high interest shown indicated that prospects are encouraging for important sales of Canadian freshwater fish to France.

One problem that has faced Canadian exporters of salt cod to Jamaica was alleviated in 1966. As a result of representations by the Department, Jamaican price ceilings which left the exporter and his agent little or no profit were eased and business was thus facilitated.

The year opened with a strong demand for fresh and frozen fish generally — and prices for frozen fish blocks, used in the manufacture of fish sticks and portions, reached a record high in the United States. This brought increased sales efforts from many countries. Weakness in demand developed about mid-year and c.i.f. prices dropped from a high of 29 cents per pound to around 21 cents per pound in December 1966.

Several factors were indicated as contributing to the decline, including the ending of the Roman Catholic requirement for meatless Fridays and a larger European output. The Department worked in close co-operation with government and industry officials in seeking to deal with the weakened United States market. This included a search for new products and an examination of opportunities in non-traditional markets.

RESOURCE MATERIALS

Detailed commodity surveys were conducted during the year for Canadian metals and minerals producers. These studies may be summarized as follows:

Iron and Steel

Markets in Latin America were thoroughly investigated. The object was to determine in depth the details of movement of steel products to nations in this area. The result was a comprehensive compilation of valuable market data on the area. This was made available to Canadian steel exporters for use in developing their export programs.

Metal Powders

A detailed survey of overseas markets for the many types of metal powders produced in Canada was completed. The purpose was to assess the potential market available for Canadian metal powders. The study developed detailed information on supply and consumption within selected markets and this information was compiled in a report for distribution to Canadian metal powder producers.

Metal Products

A composite directory of the Canadian forgings industry was prepared in 1966. This provides detailed information on the products available in Canada for export. This colour booklet was distributed overseas by the Trade Commissioner Service and was designed for use as a standard reference by purchasing agents. It was prepared on a co-operative basis with industry sharing publication costs with the Department.

Another and similar booklet prepared on a cost sharing basis presented detailed information on the abilities and interests of the Canadian non-ferrous foundry industry in export trade. It, too, was distributed through the Trade Commissioner Service for use by purchasing agents.

In addition, both booklets served as useful means of trade promotion at trade fairs, and there has been considerable demand for them from interested buyers throughout the world.

Non-Metallic Minerals

Preliminary surveys were carried out to determine the Canadian position in selected non-metallic commodities such as graphite, coal, silica sand, and stone products. This information will be of use in the development of export programs to selected market areas for these products.

Asbestos

As in previous years, an annual survey was made of world markets for asbestos, covering 26 countries. The Canadian asbestos industry has indicated that this survey is most useful in its appraisal of world asbestos developments and in working to meet market requirements.

A brief survey of the Canadian refractories industry was also undertaken. This sought to assess Canadian production capabilities in terms of export potential for refractory brick, cement and other products in this field.

A statistical paper on the Canadian cement industry was prepared and submitted to the Organization for European Co-operation and Development.

Chemicals

The sustained growth of the Canadian economy in 1966 curtailed the supply available for export of many chemicals. Some petrochemical and plastic raw materials were in tight supply but a major problem continued to be the serious shortage of sulphur which existed in world markets. The Department co-ordinated visits of various groups seeking sulphur from Canadian producers and worked with the trade to assure adequate supply for Canadian users.

Increased emphasis was put on development of exports of consumer chemical specialties. Discussions were held with manufacturers in this field to explore the possible advantages and the practicability of combining their export activities. These studies were continuing at year end. In addition, the chemical specialties group participated in various trade fairs, a program which it is proposed to expand.

Studies were also initiated to determine overseas market prospects for plastic resins and basic shapes, specific organic chemicals, pharmaceuticals, cleaning compounds, automotive chemicals and aerosols. As temporary surpluses arose for specific chemicals, the Department provided Canadian companies with information on prospective buyers abroad.

A survey of Canada's export position in organic chemicals and plastics was undertaken, including a review of exports by destination and product group. This information will be used to analyze market trends and to determine which areas merit greater attention.

The petroleum and gas industry added substantial new reserves and discussions were initiated to review the supply situation and to find new export markets.

The fertilizer industry experienced substantial growth as new plants and expansions to existing facilities started operating. Export of fertilizers increased substantially; exports of most synthetic resins declined.

Other projects included representation at association meetings and trade fairs by Department officers. A Departmental delegation also attended the International Rubber Study Group meetings in Rome and Lagos.

Lumber and Plywood

The forest products industry enjoyed a highly successful export year in 1966. The Department continued to work closely with the industry and various trade associations in developing programs designed to realize further and continuing increases.

In co-operation with industry trade associations, the Department continued active promotion of Canadian timber frame construction methods in Britain and in continental Europe to increase Canadian exports of lumber, plywood and allied building materials. This opportunity was clearly indicated in the reports of housing missions sponsored from Britain in 1963 and 1964 and from The Netherlands and West Germany in 1965. These confirmed that Canadian timber frame construction methods could be successfully introduced in these markets.

Comprehensive promotional programs were undertaken in 1966 in Britain and in continental Europe. These programs were directed to government housing authorities, architects, builders, mortgage and insurance companies and the general public. Special projects included technical exhibits supported by technical films and lectures, trade fair participation and the distribution of technical literature. The aim was to provide those connected with the British and European home building industries with detailed technical information on all aspects of Canadian timber frame construction methods and the use of Canadian materials.

A major project in this program was a start on building 173 timber frame houses at Harlow (near London). Central Mortgage and Housing Corporation, as agent for the Canadian

government, was the designer of the development (known as The Maples) and was appointed to supervise construction for Britain's Harlow Development Corporation. This project, under the over-all co-ordination of the Department, was designed to demonstrate, in terms of cost and value, that Canadian timber frame construction methods, using Canadian lumber and plywood, have practical application in Britain. It is also providing the British home building industry with an opportunity to inspect this project in various stages of construction.

The Department, in conjunction with industry, sponsored nine exhibits displaying Canadian lumber and wood products at trade fairs and lumber conventions in the United States during 1966. Participation included distribution of literature on Canadian lumber and wood products. The Department also conducted a number of market studies in the United States during the year. These examined the potential for Canadian manufactured and semi-manufactured wood products.

A technical mission from Australia was sponsored by the Department in 1966. Mission members included leading architects and leading authorities in the Australian home building industry. The purpose was to promote the increased use of wood in Australian housing and to familiarize mission members with the National Building Code of Canada and the design possibilities offered by Canadian lumber and plywood.

World surveys on production, capacity, demand and trade in newsprint and wood pulp were again carried out by the Department in conjunction with the Newsprint Association of Canada and the Canadian Pulp and Paper Association. These surveys make readily available complete up-to-date statistical information on newsprint and wood pulp.

With the tremendous expansion under way in the Canadian wood pulp industry, an unusually large number of foreign businessmen visited the Department for advice on securing agency representation from new producers. Several important connections were established through the Department.

MANUFACTURED PRODUCTS AND SERVICES

Engineering Services

The export value of engineering services continued to grow during the year, surpassing substantially the figure for 1965,

especially in forestry, power, mining, aerial surveys and transportation.

Canadian consulting firms continued to win contracts financed by the United Nations Development Program, the World Bank and its affiliates, and the Inter-American Development Bank. Meetings were held with officials of international agencies to examine more closely their requirements for consulting engineering services. Coincidentally, these agencies were kept informed on the capabilities and activities of Canadian consultants. Consulting engineering firms participated in trade missions to Australasia and Mexico and, through the Canadian Association of Consulting Engineers, were represented at the First Asian International Trade Fair in Bangkok, Thailand in November-December. In conjunction with this fair, papers were presented by Canadian engineers at an international technical seminar.

Through the Department's incoming mission program, representatives of firms of consulting engineers were able to meet with officials of countries visiting Canada.

Industrial and Process Equipment

Canada's capability in the design and manufacture of industrial and process equipment was displayed at the Western Metal and Tool Exposition in Los Angeles in February and at the XXXIV Barcelona International Samples Fair in Barcelona in June.

The Canadian equipment was well received and found adaptable to industry requirements in both highly industrialized and developing countries. Companies reported considerable sales directly related to trade fair participation.

Meetings were held with incoming missions of prominent government and industry representatives from foreign countries. Industrial tours were arranged for visiting groups interested in farm machinery and forest clearing equipment (Ceylon); pipeline transportation for oil and natural gas and oil and gas processing equipment (Australia); and farm machinery (Yugoslavia). Individual buyers from Italy, Czechoslovakia and Chile, among others, visited Canada to discuss possible purchases of printing machinery and woodworking, sawmill, metalworking and mining equipment.

Electrical and Electronic Equipment

The Department's plan to develop an integrated marketing program to promote the export sales of electrical and electronic equipment and related engineering services was intensified in 1966. This approach was designed primarily to assist Canadian participation in major overseas capital projects and to promote Canada as a supplier of engineered products and systems. Similar procedures were also followed to stimulate exports of standard equipment and, in some cases, to encourage the formation of manufacturing agreements or the establishment of manufacturing facilities abroad, as dictated by market conditions.

The marketing plan of concentration on specific markets uses the highly specialized services of the Department's project engineers. It is implemented in five main phases: reconnaissance, exploration in depth, reporting, expansion, and consolidation. Market surveys by project engineers were conducted in North Africa, Latin America, Southeast Asia, Australia and New Zealand. As a result of these surveys, promotional activities, including outgoing and incoming specialized missions, were organized for Mexico, Venezuela, Australia and New Zealand. In addition, project engineers visited international financing organizations, such as the World Bank and the Inter-American Development Bank, to gain, at first hand, engineering and economic information on pending foreign development schemes.

Close co-operation and co-ordination with industry associations (such as the Canadian Electrical Manufacturers Association, the Electronic Industries Association of Canada and the Association of Consulting Engineers of Canada) was continued in the development of export marketing programs. Representatives from these associations actively participated in missions, trade fairs and other promotional activities.

Nuclear Power

The Interdepartmental Committee, initiated by the Department in 1965, participated in studies related to the organization of Canadian engineering and industrial resources for the export of nuclear power plants. The Department co-operated in the first international competition for a nuclear power project on which Canadian industry has bid. At year-end, the

Canadian tender was among the three still being considered from eight original bids from five countries.

Canadian industry for the first time participated in an international nuclear industry exhibition and conference, Nuclex 66, at Basle, Switzerland in October. The 11 companies exhibiting represented a cross-section of the industry from uranium processing through manufacture to consulting engineering services.

Countries represented in incoming missions sponsored by the Department during the year were Italy, Yugoslavia and France.

As in the past, concerted efforts were directed to fostering and assisting wider Canadian participation in specialized international trade fairs.

Airport Equipment and Services

A Special Projects section was inaugurated in 1966 to explore new possibilities of export promotion.

A comprehensive Airport Exports Program was the first project undertaken. In this, the basic aim was to develop a model or pilot project within which to identify the problems of secondary industry in accomplishing industry export objectives to pursue practical solutions to these problems; and to develop a total marketing concept.

It was decided to organize a co-operative effort among the diverse elements of the industry on both an intra-industry and industry-government basis. The first step was the formation of an industry-government advisory committee. This comprised representatives of the three main segments of the industry: consulting engineers, construction and manufacturing. The committee, in fostering closer industry-government and intra-industry co-operation, sought to develop consortia or other such group ventures as an effective means of competing with integrated capacity and consortia from other countries in markets abroad.

From committee discussions, it appeared that the basic pattern of development over the next few years will be to encourage airport consultants to enter the export market; to organize the manufacturing and contracting industries for export by components and packages; and otherwise to collaborate on solutions to various problems as they arise.

At the same time, the total marketing approach is being implemented and an over-all program integrating publicity, fairs and missions, market research and analysis, and other marketing functions is being developed.

During 1966, an Airports for Export Portfolio was developed for distribution through trade offices abroad, a world market study was initiated, and participation in the 1967 Paris Air Show was planned, in addition to other promotional projects. Studies were also initiated to integrate the Airport Program into a total Air Transportation Program for the export promotion of Canadian equipment and services for air and ground environments.

Experience gained in the Airport Program will be applied to development of new techniques for other spheres of engineering and capital goods.

Educational Equipment

In the past few years, the Department has been studying the educational requirements of all countries and has been seeking closely to identify the areas in which Canadian industry could particularly develop and compete.

Early in 1966, an Educational Equipment section was established. With the help of Canadian trade offices abroad, investigations into the market potential for technical education training aids were initiated. At the same time, several Canadian vocational equipment manufacturers were solicited with a view to forming an export consortium. Fact-finding missions were sent to New York, Paris and Geneva, and market studies were initiated through Canadian trade offices abroad. From these activities it was concluded that the very substantial world market for educational equipment, and the suitability of Canadian-made training aids, warranted full support from the Department.

This expansion was stimulated by the financial aid available to developing countries from UNDP/SF (United Nations Development Program/Special Fund), the World Bank, and the many bilateral aid programs, including those of Canada.

Institutional Furnishings and Equipment

To meet the growing needs of the rapidly expanding tourist industry — and to derive maximum economic benefits from this growth — governments, international aid organizations,

commercial and financial organizations throughout the world are encouraging or investing in hotel and motel construction on a large scale. This in turn, is generating an increasing demand for institutional equipment. This covers the whole range of furniture, furnishings, commercial laundry machines, refrigeration, air conditioning, cooking, catering, office, maintenance and communications equipment.

To take advantage of this potential, the Department has taken steps to bring together the various industries concerned to develop consortia or other such co-ordinated total marketing programs.

Consumer Goods

The Department, in 1966, placed increased emphasis on the trade fair technique for promoting exports of consumer goods. Canadian exhibits of sporting goods were sponsored in the SPOGA Trade Fair in Cologne and the National Sporting Goods Trade Fair in Chicago. Canadian exhibits of pleasure boats and marine accessories were also sponsored in the annual National Boat Show in New York and the Marine Trades Exhibit in Chicago. Similarly, giftware manufacturers were given the opportunity to display under Department sponsorship in the California Gift Show, as were toy manufacturers in the Nuremberg Toy Fair in Germany. Exports of these items are increasing as a result of this promotion.

Canadian manufacturers of leather goods combined in a Canadian Exhibit at the International Leather Fair in Paris under Department sponsorship, and a leather mission was sent to Eastern European countries in October. This mission is expected to result in the sale of Canadian-made leather to Eastern European countries for the first time.

During 1966, a shortage of raw cattle hides and skins developed on the world market. This resulted in several countries instituting export quotas. Canada is a net exporter of cattle hides and while restrictions were placed on re-export of hides of U.S. origin, this did not become necessary in respect of Canadian materials. During the period, the volume of Canadian exports increased by 50 per cent to \$32 million.

The Department was again active in escorting incoming store buyers in their search for sources of supply of consumer goods in Canada — 27 such buyers were provided with escort service. They came from the United States, Europe,

Hong Kong, and Britain. Principal interest was shown in men's, women's and children's wear, leather goods, toys, sporting goods and gift items. Introductions to manufacturers in a position to supply these items resulted in many sample orders and indicated that prospects for continuing business are good.

Carpets

The Canadian carpet industry has improved its share of the domestic market over the past decade from 81 per cent to approximately 85 per cent. Sales at wholesale rose in the decade from \$18 million to \$90 million. With this advance, the industry has now turned to the export market. Exports of Canadian carpets, which totalled \$1.2 million in 1965, rose to more than \$3 million in 1966. Of this amount, more than \$2 million was in sales to the U.S. automotive industry.

APPENDICES

Appendix "A"

Head Office Directory (as of December 31, 1966)

HEAD OFFICE, TRADE AND COMMERCE BUILDING
Wellington and Lyon Streets, Ottawa, Ontario.

Telex - 013424

Government Local

Minister: The Honourable Robert H. Winters	6-1880	6-1880
Executive Assistant: A. C. Abbott	6-1880	6-1880
Private Secretary: Mrs. Regan Copp	6-1880	6-1880
Deputy Minister: J. H. Warren	2-2888,	2-5838
Executive Assistant: B. Armishaw	2-2380,	2-0819
Assistant Deputy Minister (Trade Policy)		
M. Schwarzmann	2-4042,	2-2649
Assistant Deputy Minister (Commodities & Industries)		
Denis Harvey	2-5417,	2-7056
Special Assistant: W. R. Van		2-0241
Assistant Deputy Minister (External Trade Promotion)		
T. R. G. Fletcher	2-2530,	2-0798
Special Assistant: H. E. Lemieux		2-1070

TRADE POLICY SERVICE

Office of Commodity Trade Policy

General Director: M. G. Clark 2-1035, 2-0982

Primary Products Branch

Chief, Agricultural Division: W. M. Miner 6-1917

Chief, Industrial Materials Division: A. C. Kilbank 6-2200

Planning and Programmes Branch

Acting Chief, Resource Industries Division: P. T. Eastham 2-4100

Chief, Secondary Industries Division: P. T. Eastham 2-4100

Office of Trade Relations

General Director: R. E. Latimer 2-8850, 2-4815

Section I

Director: W. G. Pybus 2-2250, 2-2981

Chief, United States Division: A. R. A. Gherson 2-5170

Chief, General Relations Division and

International Organizations Division: F. R. Petrie 2-5779

Chief, Financing and Aid Division: J. R. Midwinter 2-6140

Section II

Acting Director: A. W. A. Lane	2-2981,	2-2250
Chief, Commonwealth Division: R. B. Nickson		2-2421
Chief, European Division: J. M. T. Thomas		2-8727
Chief, Latin American Division: R. A. Bull		2-7641
Chief, Asia and Middle East Division: F. P. Weiser		2-5642

COMMODITIES AND INDUSTRIES SERVICE

Agriculture and Fisheries Branch

Director: D. B. Laughton	2-4301
Assistant Director (Agriculture): A. J. Stanton	2-7523
Assistant Director (Fisheries): T. R. Kinsella	2-7385
Special Assistant: W. B. McCullough	6-1156
Chief, Fisheries Division: M. S. Strong	2-6621
Chief, Livestock and Animal Products Division: K. L. Melvin	2-3172
Acting Chief, Commodity Arrangements and Market Development Division: D. H. Burns	2-4161
Acting Chief, Plant Products Division: J. B. Mountain	2-0914

Industrial Materials Branch

Director: A. M. Tedford	2-6905
Assistants to the Director: A. E. Grant, G. E. Miller	2-7731
Chief, Chemicals Division: G. E. McCormack	2-5993
Chief, Forest Products Division: M. N. Murphy	2-0273
Chief, Metals and Minerals Division: R. J. Jones	2-8422

Manufacturing Industries and Engineering Branch

Director: R. A. Scoon	2-1462
Assistant to the Director: D. R. Moffatt	2-1767
Chief, Appliances and Commercial Machinery Division: G. W. Rahm	2-6950
Chief, Electrical and Electronic Equipment Division: R. Sangster	2-8897
Chief, Mechanical Equipment and Engineering Division: R. C. Wallace	2-4082
Chief, Textiles and Consumer Goods Division: A. C. Fairweather	2-6197

Transportation and Trade Services Branch

Director: G. M. Schuthe	2-6236
Deputy Director: C. A. Varkaris	2-7163
Acting Chief, Regional Offices and Trade Services Division: G. A. Cooper	2-7746
Chief, Export and Import Permits Division: S. G. Barkley	2-5670
Chief, Transportation Division: H. A. Hadskis	2-2737
(for Regional Offices see Appendix B)	

EXTERNAL TRADE PROMOTION SERVICE

Canadian Government Exhibition Commission

2487 Kaladar Avenue, Ottawa, Ontario

Director: Patrick Reid	2-7412,	2-3558
Assistant Director: A. D. Simmons		2-7747
Chief, Administration Division: J. J. Ellis		6-2123
Chief, Special Projects Division: W. E. Ackland		6-3938
Chief, Production Division: J. Rachlis		2-1915
Chief, International Division: R. E. H. Ogilvie		2-4139
Acting Chief, Canadian Division: V. Rochefort		2-7818

Canadian Government Travel Bureau

150 Kent Street, Ottawa, Ontario

Director: Dan Wallace		2-3166
Assistant Director: Roland Boire		2-5256
Chief Administrative Officer: J. E. Thorpe		2-1680
Manager, Operations Division: M. E. Campeau		2-7355
Chief, Publications and Travel Counselling Division: D. J. Molloy		2-5180
Chief, Tours and Conventions: J. M. Harrison		2-4714
Manager, Advertising and Promotion Division: D. C. Bythell		2-2944

Trade Commissioner Service

Director: R. K. Thomson		2-8286
Executive Director: C. O. R. Rousseau		2-6835
Assistant Director (Personnel): H. E. Campbell		2-6800
Assistant Director (Administration): T. F. Harris		2-5669
Assistant Director (Operations): G. F. Osbaldeston		2-3058
Director, Operation Export 1967: K. F. Osmond		6-2694

Trade Fairs and Missions Branch

Director: R. V. N. Gordon		2-8269
Chief, Trade Fairs Abroad Division: F. J. Bradley		2-8855
Acting Chief, Trade Missions Division: R. B. Fournier		2-8069

Trade Publicity Branch

Director: Royd E. Beamish	2-2479,	2-6394
Assistant Director: G. P. O'Keefe		2-6394
Chief of Operations: F. R. Hamilton		2-6435
Chief, Media Relations Division: K. A. Prittie		2-2186
Editor, Foreign Trade and Commerce extérieur:		
Miss O. Mary Hill		2-6588
Chief, Art Division: R. H. Williamson		2-8922
Chief, Canada Courier Division: P. Bomford		2-1295
Chief, Editorial Division: T. Lazenby		2-1259

OTHER SERVICES

Economics Branch

Director: V. J. Macklin	2-5658
Special Assistant: T. R. Vout	2-5701
Assistant Director (Resources and Trade Patterns): A. M. Coll ...	2-7408
Assistant Director (Secondary Industry and Investment): J. H. Latimer	2-3847
Chief, General Assignments Division: H. R. Smale	2-5266
Chief, General Forecast Division: C. Schwartz	2-6710

Grain Division

Chief: R. M. Esdale	2-5830, 2-5648
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ADMINISTRATIVE SERVICES

Comptroller-Secretary: L. J. Rodger	2-7411, 2-2262
Chief, Financial Services Division: L. L. Marks	2-4312
Chief Librarian: Miss V. Martin	2-7979, 2-4667
Chief, Management Services Division: B. Short	2-6968
Chief, Office Services Division: C. Drolet	2-5666
Chief Travel Officer: C. F. McCullagh	2-5508
Director, Personnel Branch: P. M. Legris	2-5430
Chief, Classification and Salary Administration: T. E. Killeen ...	2-8847
Chief, Manpower Planning and Development Division: C. R. Shank	2-1435
Chief, Personnel Services: W. Laskaris	2-2730

ASSOCIATED SERVICES

Dominion Bureau of Statistics	
Holland Avenue, Tunney's Pasture, Ottawa, Ontario	
Dominion Statistician: Walter E. Duffett	2-0031
Publications, Information and General Inquiries	2-2959
Regional Offices, Dominion Bureau of Statistics	Phone
St. John's, Newfoundland	726-0714
E. W. Hutchings	726-0713
Halifax, Nova Scotia	423-7387
A. B. MacKay	
Montreal, Quebec	879-5724
Pierre Gadbois	
Ottawa, Ontario	992-0256
J. N. Bougie	
Toronto, Ontario	369-4033
A. G. Metcalfe	

Winnipeg, Manitoba	943-4528
G. S. Howell	
Edmonton, Alberta	424-0251
A. Ustenov	
Vancouver, British Columbia	681-5288
R. M. Kincade	

Export Credits Insurance Corporation

309 Cooper Street, P.O. Box 655, Ottawa, Ontario

President and General Manager: H. T. Aitken 232-4828

Vice-President: A. W. Thomas 232-4828

Manager, Montreal Branch: R. G. Hunt

(Room 1001, Place Victoria) 861-6647

Manager, Toronto Branch: D. A. Keill

(Room 1510, 55 York St.) 364-5778

(Represented in Halifax, Winnipeg and Vancouver by the Regional
Offices of the Department of Trade and Commerce.)

Translation Branch

Trade and Commerce Building, Ottawa, Ontario

Chief: H. E. Gauthier 6-3084

Assistant: Miss M. Terrien 6-3084

Appendix "B"

Regional Offices of the Department (as of December 31, 1966)

		Area Code
St. John's, Nfld., Sir Humphrey Gilbert Building,		
Duckworth Street	Phone: 722-6074	709
Regional Officer: R. D. Peters	Telex: 0164852	
Halifax, N.S., 1256 Barrington Street	Phone: 422-8491	902
Regional Manager: D. J. Packman	Telex: 01442429	
Montréal 2, Qué., Room 2325,		
1 Place Ville Marie	Phone: 878-9114	514
Regional Manager: R. C. Montreuil	Telex: 0120280	
Winnipeg 1, Man., Room 521, 269 Main Street	Phone: 943-7496	204
Regional Manager: G. A. Gillespie	Telex: 035287	
Edmonton, Alta., Oliver Building, 802 Chancery Hall,		
3 Sir Winston Churchill Square	Phone: 411-7178	403
Regional Manager: W. Mackenzie Hall	Telex: 0372762	
Vancouver 2, B.C., Room 405,		
325 Granville Street	Phone: 681-7161	604
Regional Manager: R. F. Renwick	Telex: 045391	

Appendix "C"

Location of Standards Branch Offices (as of December 31, 1966)

ELECTRICITY AND GAS

J. M. Taylor
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 527, Sir Humphrey Gilbert
Building
ST. JOHN'S, NFLD.

J. F. Strain
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 811, Dominion Building
CHARLOTTETOWN, P.E.I.

R. C. Bruce
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 533, Ralston Building
HALIFAX, N.S.

R. N. Beattie
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
Bayside Drive
EAST SAINT JOHN, N.B.

J. R. Trudel
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 549 (Uppertown)
QUÉBEC, QUÉ.

G. Readman
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 876, Federal Building
TROIS-RIVIÈRES, QUÉ.

J. B. Dumas
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
2025 Fullum Street
MONTRÉAL 24, QUÉ.

W. F. Miller
District Inspector of Electricity
and Gas
Standards Branch
Dept. of Trade and Commerce
Room 231, Standards Building
Tunney's Pasture
OTTAWA, ONT.

T. G. Murphy
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 308, 212 Federal Building
BELLEVILLE, ONT.

W. R. McEown
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1859 Leslie Street
DON MILLS, ONT.

C. D. Briggs
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
605 Dominion Public Building
P.O. Box 186
HAMILTON, ONT.

J. Fleming
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 192, Dominion Public
Building
LONDON, ONT.

G. O. Piirainen
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 318, Federal Building
19 Lisgar Street South
SUDBURY, ONT.

J. F. Briggs
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Federal Building
130 South Syndicate Avenue
FORT WILLIAM, ONT.

N. H. Young
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 507, Dominion Public Building
WINNIPEG 1, MAN.

W. E. Fletcher
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1620 Albert Street
REGINA, SASK.

A. S. Park
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
1411-1st Street East
CALGARY, ALTA.

H. A. Waterhouse
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
450 Federal Building
EDMONTON, ALTA.

R. G. D. Ward
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
3625 Lougheed Highway
VANCOUVER 12, B.C.

A. L. Heaven
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Post Office Building
P.O. Box 87
PENTICTON, B.C.

WEIGHTS AND MEASURES

S. C. Crisby
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 506, Sir Humphrey Gilbert
Building
ST. JOHN'S, NFLD.

J. I. Trainor
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 1312, Dominion Building
CHARLOTTETOWN, P.E.I.

A. J. Robertson
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
Bayside Drive
EAST SAINT JOHN, N.B.

A. A. Baird
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Sixth Floor, Ralston Building
1557 Hollis Street
HALIFAX, N.S.

P. E. Boyer
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
1375 Boulevard Charest West
(Charest Centre)
STE-FOY, QUÉ.

C. Roberge
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 354
202 Federal Building
TROIS-RIVIÈRES, QUÉ.

J. H. L. Couture
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 1148
76 Couture Street
SHERBROOKE, QUÉ.

J. A. R. Caron
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
2025 Fullum Street, Room 12
MONTRÉAL, QUÉ.

J. O. A. Poirier
District Insp. of Weights & Measures
Standards Branch
Dept. of Trade and Commerce
Room 230, Standards Building
Tunney's Pasture
OTTAWA, ONT.

M. V. Chartrand
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 308
BELLEVILLE, ONT.

J. W. Kokesh
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1859 Leslie Street
DON MILLS, ONT.

C. J. Joyce
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 521, National Revenue Building
150 Main St., West
HAMILTON, ONT.

G. L. Breckon
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 696
457 Richmond Street
Dominion Public Building
LONDON, ONT.

W. H. Staple
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 315, Federal Building
19 Lisgar Street South
SUDBURY, ONT.

R. F. G. Rickards
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Federal Building
130 South Syndicate Avenue
FORT WILLIAM, ONT.

H. B. Taylor
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
539 Dominion Public Building
WINNIPEG 1, MAN.

J. B. Fletcher
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Standards Division Building
1620 Albert Street
REGINA, SASK.

J. W. Setter
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
Weights & Measures Building
326-1st Avenue, South
SASKATOON, SASK.

L. M. Kyle
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
9724-102A Avenue
EDMONTON, ALTA.

M. D. Huckabay
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
1415-1st Street East
CALGARY, ALTA.

W. M. Winram
Weights & Measures Division
Standards Branch
Dept. of Trade and Commerce
3625 Loughheed Highway
VANCOUVER, B.C.

PRECIOUS METALS MARKING

K. W. Forbes
Insp. of Standards, P.M.M.A.
Standards Branch
Dept. of Trade and Commerce
Room 451 Dominion Public Building
1 Front Street West
TORONTO, ONT.

K. C. West
Insp. of Standards, P.M.M.A.
Standards Branch
Dept. of Trade and Commerce
3625 Loughheed Highway
VANCOUVER 12, B.C.

A. Thibault
Insp. of Standards, P.M.M.A.
Standards Branch
Dept. of Trade and Commerce
Room 831, 400 Youville Square
MONTREAL, QUÉ.

Appendix "D"

Location of Trade Commissioner Service Posts Abroad (as of December 31, 1966)

Territory	Officers	Address
Argentina — Buenos Aires ... (Territory includes: Paraguay)	Commercial Counsellor Assistant Commercial Secretary (Agriculture)	Canadian Embassy Casilla de Correo 3898 Suipacha IIII BUENOS AIRES
Australia Sydney (Territory includes: States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies)	Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	P.O. Box 3952, G.P.O. A.M.P. Building 21st Floor, Circular Quay SYDNEY
Melbourne (Territory includes: States of Victoria, South Australia, Western Australia, Tasmania)	Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	Mobil Centre 2 City Road SOUTH MELBOURNE S.C.4
Canberra	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada Commonwealth Ave. CANBERRA
Austria — Vienna (Territory includes: Albania, Bulgaria, Czechoslovakia, Hungary, Rumania, Yugoslavia)	Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 190, Vienna 1/ Obere Donaustrasse 49/51 VIENNA II
Belgium — Brussels (Territory includes: European Economic Community, European Atomic Energy Community, European Coal and Steel Community. Other countries: Luxembourg)	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS 4
Brazil Rio de Janeiro	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Caixa Postal 2164-ZC-00 Edificio Metropol Avenida Presidente Wilsa 165 RIO DE JANEIRO

Territory	Officers	Address
Sao Paulo	Consul and Trade Commissioner	Canadian Consulate Caixa Postal 6034 Edificio Scarpa Avenida Paulista 1765 9 andar SAO PAULO
Britain	Minister (Commercial)	Office of the High
London	Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor (Metals and Minerals) Commercial Counsellor Assistant Commercial Secretary (Agriculture) Commercial Secretary (Timber) Commercial Secretary (Timber) Attaché (Publicity) Assistant Commercial Secretary Assistant Commercial Secretary Attaché (Fisheries) Attaché (Exhibitions)	Commissioner for Canada 1 Grosvenor Square LONDON W.1
Liverpool	Canadian Government Trade Commissioner Assistant Trade Commissioner	Martins Bank Bldg. Water Street LIVERPOOL
(Territory includes: Midlands, North England)		
Glasgow	Acting Trade Commissioner	Cornhill House 144 West George St. GLASGOW C.2, Scotland
(Territory includes: Scotland)		
Belfast	Acting Trade Commissioner	15-17 Chichester St. BELFAST 1, Northern Ireland
(Territory includes: Northern Ireland)		
Chile — Santiago	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Casilla 771 Augustinas 1225, 5th Floor SANTIAGO
Colombia — Bogota	Commercial Secretary	Canadian Embassy Apartado Aereo 8582 Edificio Banco de Los Andes Carrera 10, No. 16-92 BOGOTA
(Territory includes: Ecuador)		
Cuba — Havana		Commercial Division Canadian Embassy Gaveta 6125 Calle 30 No. 518

Territory	Officers	Address
		esquina 7 ^a Avenida, Miramar HAVANA
Denmark — Copenhagen (Territory includes: Greenland, Poland)	Commercial Counsellor (Agriculture) Assistant Commercial Secretary (Agriculture)	Canadian Embassy Princesse Maries Allé 2 COPENHAGEN V
Dominican Republic Santo Domingo (Territory includes: Puerto Rico)	Commercial Secretary	Canadian Embassy Apartado 1393 Edificio Copello 408 Calle El Conde SANTO DOMINGO
France — Paris (Territory includes: Algeria, Morocco, Monaco)	Minister-Counsellor (Economic/Commercial) Commercial Secretary (Agriculture) Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy 35 Avenue Montaigne PARIS 8 ^e
Germany — Bad Godesberg (Territory includes: States of Baden- Wuerttemberg, Bavaria, Hesse, Rhineland- Palatinate, Saar; West Berlin)	Commercial Counsellor Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary	Canadian Embassy Kennedy-Allee 35 BAD GODESBERG
Dusseldorf (Territory includes: State of North Rhine- Westphalia)	Consul General Consul Consul	Canadian Consulate General Koenigsallee 82 4 DUSSELDORF 1
Hamburg (Territory includes: City States of Bremen and Hamburg; States of Lower Saxony and Schleswig-Holstein)	Consul General Consul	Canadian Consulate General Esplanade 41-47 2000 HAMBURG 36
Ghana — Accra (Territory includes: Guinea, Ivory Coast, Liberia, Mali, Mauretania, Togo, Upper Volta)	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1639 E 115/3 Independence Ave ACCRA
Greece — Athens (Territory includes: Turkey)	Commercial Counsellor	Canadian Embassy 31 Vassiliassis Sophias Avenue ATHENS 138

Territory	Officers	Address
Guatemala — Guatemala City ... (Territory includes: Costa Rica, El Salvador, Honduras, Nicaragua, Panama, and Canal Zone)	Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 400 5a Avenida 11-70, Zone 1 GUATEMALA CITY, C.A.
Hong Kong — Hong Kong ... (Territory includes: Cambodia, Communist China, Laos, Vietnam, Macao)	Senior Canadian Government Trade Commissioner Trade Commissioner Trade Commissioner Assistant Trade Commissioner	P.O. Box 126 P & O Building, 11th Floor 21-23, Des Voeux Road Central HONG KONG
India — New Delhi (Territory includes: Bhutan, Nepal, Sikkim, Ceylon)	Commercial Counsellor for Canada Assistant Commercial Secretary	P.O. Box 11 13 Golf Links Road NEW DELHI 1
Iran — Tehran		Commercial Division Canadian Embassy P.O. Box 1610 Bezrouke Building Corner of Takht Jamshid Ave. and Forsat St. TEHRAN
Ireland — Dublin	Commercial Secretary for Canada	66 Upper O'Connell St. DUBLIN
Israel — Tel Aviv (Territory includes: Cyprus)	Commercial Secretary	Canadian Embassy P.O. Box 20140 84 Hahashmonaim St. TEL AVIV
Italy — Rome (Territory includes: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other countries: Libya, Malta)	Commercial Counsellor Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Via G.B. De Rossi 27 ROME
Milan (Territory includes: Provinces of Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alta Adige, Veneto, Liguria, Trieste, Valle d'Aosta, Friuli-Venezia)	Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate General C.P. 3977 Via Vittor Pisani 19 MILAN
Jamaica — Kingston (Territory includes: Bahamas, British Honduras)	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1500 Tobago Road

Territory	Officers	Address
Japan — Tokyo (Territory includes: Korea, Okinawa)	Minister (Commercial) Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary (Agriculture)	Corner Trafalgar Road and Knutsford Boulevard KINGSTON 10 Embassy of Canada Akasaka Post Office TOKYO
Lebanon — Beirut (Territory includes: Aden, Iraq, Jordan, Persian Gulf area, Saudi Arabia, Syria, Yemen)	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Boite Postale 2300 Alpha Building Rue Clemenceau BEIRUT
Malaysia — Kuala Lumpur ... (Territory includes: Brunei, Burma)	Commercial Counsellor	Office of the High Commissioner for Canada P.O. Box 990 A.I.A. Building Ampang Road KUALA LUMPUR
Mexico — Mexico City	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado Postal 5-364 Melchor Ocampo 463, 7th Floor MEXICO CITY 5, D.F. MEXICO
Netherlands — The Hague ...	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Sophialaan 7 THE HAGUE
New Zealand — Wellington ... (Territory includes: Fiji, Tahiti, Tonga, Western Samoa)	Commercial Secretary Assistant Commercial Secretary (Agriculture)	Office of the High Commissioner for Canada P.O. Box 12-049 Wellington North ICI Building, 3rd Floor Molesworth Street WELLINGTON
Nigeria — Lagos (Territory includes: Dahomey, Gambia, Niger, Senegal, Sierra Leone)	Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 851 Barclays Bank Building 4th Floor 40 Marina Road LAGOS
Norway — Oslo (Territory includes: Iceland)	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Fridtjof Nansens plass 5 OSLO 1
Pakistan — Rawalpindi (Territory includes: Afghanistan)	Commercial Counsellor	Office of the High Commissioner for Canada 54 Lawrence Road RAWALPINDI

Territory	Officers	Address
Peru — Lima (Territory includes: Bolivia)	Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Casilla 1212 Edificio El Pacifico Corner Avenida Arequipa and Plaza Washington LIMA
Philippines — Manila (Territory includes: Republic of China (Taiwan))	Consul General and Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate General P.O. Box 1825 1414 Roxas Boulevard MANILA
Portugal — Lisbon (Territory includes: Angola, Azores, Cape Verde Islands, Madeira, Portuguese Guinea)	Commercial Secretary	Canadian Embassy Rua Marques de Fronteira No. 8 — 4ºDo LISBON
Singapore — Singapore (Territory includes: Thailand, Indonesia)	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 845 International Building 11th Floor 360 Orchard Road SINGAPORE 1
South Africa — Johannesburg (Territory includes: States of Natal, Orange Free State, Transvaal, Other countries: Malagasy, Mauritius, Mozambique, Reunion, Angola, Botswana, Lesotho)	Canadian Government Trade Commissioner Assistant Trade Commissioner	P.O. Box 715 Mobil House, 17th Floor Corner Rissik and De Villiers Sts. JOHANNESBURG
Cape Town (Territory includes: Cape Province, Other countries: St. Helena, South West Africa)	Canadian Government Trade Commissioner Assistant Trade Commissioner	P.O. Box 683 African Life Centre 13th Floor St. George's St. CAPE TOWN
Spain — Madrid (Territory includes: Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Spanish Sahara)	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Apartado 117 Edificio Espana Avenida de Jose Antonio 88 MADRID
Sweden — Stockholm (Territory includes Finland)	Commercial Counsellor for Canada Assistant Commercial Secretary	P.O. Box 14042 Skeppsbron 24 STOCKHOLM
Switzerland — Berne (Territory includes: Tunisia)	Commercial Counsellor Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE

Territory	Officers	Address
Trinidad & Tobago (Territory includes: Barbados, Leeward and Windward Islands, Guyana, French Guiana, Surinam, Guadeloupe, Martinique)	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1246 Colonial Building 72 South Quay PORT-OF-SPAIN
Union of Soviet Socialist Republics — Moscow	Commercial Secretary Commercial Secretary	Canadian Embassy 23 Starokonyushenny Pereulok MOSCOW
United Arab Republic Cairo (Territory includes: Sudan, Ethiopia)		Commercial Division Canadian Embassy Kasr el Doubara Post Office 6 Sharia Rouston Pasha Garden City CAIRO
United States Washington (Territory: District of Columbia)	Commercial Counsellor Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor Attaché (Agriculture)	Canadian Embassy 1746 Massachusetts Ave. N.W. WASHINGTON, D.C. 20036
New York City (Territory includes: States of Connecticut, New Jersey (eleven northern counties), New York. Other countries: Bermuda)	Deputy Consul General (Commercial) Consul and Trade Commissioner Consul and Trade Commissioner Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate Genera 680 Fifth Ave. NEW YORK CITY, N.Y. 10019
Boston (Territory includes: States of Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)	Consul and Senior Trade Commissioner Consul and Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate Genera 500 Boylston St. BOSTON, Mass. 02116
Chicago (Territory includes: States of Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska)	Consul and Senior Trade Commissioner Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate Genera 310 South Michigan Ave. Suite 2000 CHICAGO, Illinois 6064
Cleveland (Territory includes: State of Ohio)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate Illuminating Building 55 Public Square CLEVELAND, Ohio 44115

Territory	Officers	Address
Detroit (Territory includes: State of Michigan)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate 1920 First Federal Building 1001 Woodward Ave. DETROIT, Michigan 48226
Los Angeles (Territory includes: States of California, (ten southern counties), Arizona, New Mexico, and Clark County in Nevada)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate General 510 West Sixth St. LOS ANGELES, Calif. 90014
New Orleans (Territory includes: States of Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 2110 International Trade Mart 2 Canal St. NEW ORLEANS Louisiana 70130
Philadelphia (Territory includes: States of Delaware, Maryland, New Jersey (nine southern counties), Pennsylvania, Virginia, West Virginia)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 3 Penn Center Plaza PHILADELPHIA Pennsylvania 19102
San Francisco (Territory includes: States of California (except the ten southern counties), Wyoming, Nevada (except Clark County), Utah, Colorado, Hawaii)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Commercial Division Canadian Consulate General 111 Pine Street SAN FRANCISCO California 94111
Seattle (Territory includes: States of Oregon, Idaho, Washington, Montana, Alaska)	Consul General	Canadian Consulate General 1308 Tower Building Seventh Avenue at Olive Way SEATTLE, Washington 98101
Uruguay — Montevideo (Territory includes: Falkland Islands)	Commercial Counsellor	Canadian Embassy Casilla Postal 852 No. 1409 Avenida Agraciada Piso 7º MONTEVIDEO
Venezuela — Caracas (Territory includes: Netherlands Antilles)	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Apartado del Este 11452 Avenida La Estancia No. 10 Ciudad Comercial Tamanaco CARACAS

Appendix "E"

Location of Canadian Government Travel Bureau Offices Abroad (as of December 31, 1966)

Eastern and Midwest United States

General Manager	Percy T. Cole, General Manager Eastern and Midwestern U.S.A. Room 1202, 680 Fifth Avenue New York, New York 10019
Boston	John R. Akin, Manager The Prudential Center 263 Plaza Boston, Massachusetts 02199
Chicago	Dermot Dunwoody, Manager 102 West Monroe Street Chicago, Illinois 60603
Cincinnati	Donald E. Alexander, Manager Room 1312, Enquirer Building 617 Vine Street Cincinnati, Ohio 45202
Cleveland	Ronald Gray, Manager Winous-Point Building 1250 Euclid Avenue Cleveland, Ohio 44115
Detroit	Roger Cloutier, Manager Book Building 1257-1259 Washington Blvd. Detroit, Michigan 48226
Indianapolis	Peter J. Fraser, Manager Room 502, Merchants Bank Building 11 South Meridian Street Indianapolis, Indiana 46204
Minneapolis	Hector L. Crombie, Manager 124 South 7th Street Northstar Center Minneapolis, Minnesota 55402

New York	Roly deGrosbois, Manager 680 Fifth Avenue New York, New York 10019
Philadelphia	Courtney B. Chick, Manager Suite 305, 3 Penn Center Philadelphia, Pa. 19102
Rochester	Harold E. Betts, Manager 247 Midtown Plaza Rochester, New York 14604
Washington	John R. Bunt, Manager R.C.A. Building 1725 K Street, N.W. Washington, D.C. 20006

Western United States and Pacific Area

General Manager	Alan Field, General Manager Western United States and Pacific Area Golden Gateway Center 155 Jackson Street, Room 1408 San Francisco, California 94111
Los Angeles	Greg Loney, Manager 510 West 6th Street Los Angeles, California 90014
Mexico	Miss Annette Fortier, Manager 9th Floor 110 Avenida Morelos Mexico, D.F., Mexico
San Francisco	David Moiliet, Manager 1 Second Street Corner of Market San Francisco, California 94105
Seattle	Thomas L. Hill, Manager 304 Union Street Seattle, Washington 98101
Sydney	R. D. Palmer, Manager Fifth Floor 40 Martin Place Sydney, New South Wales Australia

Tokyo Melville R. Scott, Manager
Palace Hotel Annex
10 1-Chome
Marunouchi
Chiyoda-Ku, Tokyo, Japan

Europe

General Manager George W. Powell
European General Manager
MacDonald House, Room 326
1 Grosvenor Square
London, W.1, England

Frankfurt Otto Tiessen, Manager
Staatliches Kanadisches
Freundenverkehrsamt
6 Frankfurt/Main
Kaiserstrasse 59
West Germany

London A. R. Peers, Manager
19 Cockspur Street
London, S.W.1, England

Paris Pierre Turcotte, Manager
4 rue Scribe
Paris IX, France

Amsterdam Peter J. Hann, Manager
67-71 Leidsestraat
Amsterdam
The Netherlands

Appendix "F"

Trade and Tariff Arrangements in force as of December 31, 1966

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Honduras, Guyana, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand and Britain and its dependent territories, except Hong Kong and the South Arabian Federation.

Canada also exchanges preferences with Ceylon, Cyprus, Gambia, Malawi, Malaysia, Malta and Singapore and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Sierra Leone, Tanzania, Uganda and Zambia. Many of these countries are also members of GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged and exchanges specified preferences with Western Samoa.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of GATT increased by four during 1966 and at the end of the year there were 71 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Tunisia, Argentina, Korea, the United Arab Republic and Iceland are provisional members. The GATT is applied on a *de facto* basis to a number of newly independent states, Algeria, Congo (Leopoldville), Mali, Zambia and Singapore, pending final decisions as to their future commercial policy. Two other countries, Cambodia and Poland, while not members, participate in the work of GATT.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in-Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding trade and tariff agreements and arrangements in force on December 31, 1966 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Tariff Treatment
Australia	Trade Agreement signed Feb. 12, 1960, in force June 30, 1960. GATT effective Jan. 1, 1948.	Agreement provides for bindings of rates of dut and margins of preference on specified products and exchange of preferential tariff rates on most other products.
Barbados	Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Nov. 30, 1966.	Agreement provides for exchange of preferential tariff treatment.
Britain	Trade Agreement signed Feb. 23, 1937; effective Sept. 1, 1937, modified by exchanges of letters Nov. 16, 1938, and Oct. 30, 1947. GATT effective Jan. 1, 1938.	Various concessions are granted by each country including exchange of preferential tariff treatment. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trusteeships.
Ceylon	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange preferential tariff treatment.
Commonwealth Caribbean ... Bahamas, Bermuda, British Honduras, Leeward Islands, Windward Islands.	Canada-British West Indies Trade Agreement signed July 6, 1925; in force April 30, 1927; Canadian notice of termination of Nov. 23, 1938, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Protocol	Agreement provides for exchange of preferential tariff treatment.

Country	Agreement	Tariff Treatment
	signed July 8, 1966, provides inter alia for continuation of 1925 Agreement. Bermuda, British Honduras, the Leeward Islands, and the Windward Islands participate in GATT.	
Cyprus	GATT effective Aug. 16, 1960.	Canada and Cyprus exchange preferential tariff treatment.
Gambia	GATT effective Feb. 18, 1965.	Canada and Gambia exchange preferential tariff treatment.
Ghana	GATT effective Oct. 18, 1957.	Canada accords British preferential treatment to Ghana (except on cocoa beans). Ghana extends most-favoured-nation treatment to Canada.
Guyana	Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective July 5, 1966.	Agreement provides for exchange of preferential tariff treatment.
India	Since 1897, Canada has unilaterally accorded British preferential treatment without contractual obligation. GATT effective July 8, 1948.	Canada accords British preferential treatment to India. India extends most-favoured-nation treatment to Canada.
Jamaica	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 6, 1962.	Agreement provides for exchange of preferential tariff treatment.
Kenya	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Dec. 12, 1963.	Canada accords British preferential tariff treatment to Kenya. Kenya extends most-favoured-nation treatment to Canada.
Malawi	Malawi and Canada observe the terms of the 1958 Trade Agreement between Canada and the former Federation of Rhodesia and Nyasaland. GATT effective July 6, 1964.	Canada exchanges preferential tariff treatment with Malawi.

Country	Agreement	Tariff Treatment
Malaysia	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.	Canada and Malaysia exchange preferential tariff treatment.
Malta	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1964.	Canada exchanges British preferential tariff treatment with Malta.
New Zealand	Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	Agreement provides for bindings of rates of duty on specified products and the exchange of preferential tariff rates on all other products.
Nigeria	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Nigeria extends most-favoured-nation treatment to Canada.
Pakistan	Canada unilaterally accords British preferential treatment without contractual obligation. GATT effective July 30, 1948.	Canada accords British preferential treatment to Pakistan. Pakistan accords most-favoured-nation tariff treatment to Canada.
Rhodesia	Canada does not recognize the present Government of Rhodesia.	Effective Nov. 11, 1965, Canada withdrew preferential treatment from Rhodesian goods, making them liable to the general tariff. Effective Dec. 31, 1965, Rhodesia withdrew preferential treatment from Canadian goods so that they are subject to the most-favoured-nation tariff.
Sierra Leone	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective April 27, 1961.	Canada accords British preferential treatment to Sierra Leone. Sierra Leone extends most-favoured-nation tariff treatment to Canada.
Singapore	GATT effective de facto Aug. 9, 1965, pending Singapore's decision on commercial policy.	Canada and Singapore exchange preferential tariff treatment.

Country	Agreement	Tariff Treatment
Tanzania	GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic, April 23, 1964.	Canada accords British preferential tariff treatment to Tanzania. Tanzania extends most-favoured-nation treatment to Canada.
Trinidad and Tobago	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 31, 1962.	Agreement provides for exchange of preferential tariff treatment.
Uganda	GATT effective Oct. 9, 1962.	Canada accords British preferential tariff treatment to Uganda. Uganda extends most-favoured-nation tariff treatment to Canada.
Zambia	GATT, extension of de facto application, expiry date Oct. 24, 1967.	Canada accords preferential tariff treatment to Zambia. Zambia extends most-favoured-nation treatment to Canada.

2. *Arrangements with Non-Commonwealth Countries*

Algeria	Franco-Canadian Trade Agreement of 1933 applied to Algeria. Algeria maintains a de facto application of GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured-nation treatment.
Argentina	Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. Argentina has acceded to GATT provisionally.	Exchange of most-favoured-nation treatment. Provisional application may be terminated on three months' notice.
Austria	GATT effective Oct. 19, 1951.	Exchange of most-favoured-nation treatment.
Belgium—Luxembourg	Convention of Commerce with the Belgium—Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Belgium (Belgium—Netherlands—Luxembourg Customs Union)	See Belgium—Luxembourg and Netherlands.	

Country	Agreement	Tariff Treatment
Bolivia	Order-in-Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce of Aug. 1, 1911.	Exchange of most-favoured nation treatment. May be terminated on one year's notice.
Brazil	Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitively on April 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured nation treatment.
Bulgaria	Trade Agreement signed Oct. 8, 1963; provisionally in force from date of signing.	Exchange of most-favoured nation treatment and undertaking by Bulgaria to purchase a minimum of 300,000 metric tons of wheat or equivalent in flour during the three years' validity of the Agreement.
Burma	GATT effective July 29, 1948.	Exchange of most-favoured nation treatment.
Burundi	Burundi maintains a de facto application of GATT, effective Nov. 25, 1965.	Canada and Burundi exchange most-favoured-nation treatment.
Cambodia	Franco-Canadian Trade Agreement of 1933 applied to Cambodia. Although not yet a full member, Cambodia takes part in the work of GATT under a special arrangement.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most favoured-nation treatment.
Cameroun	Franco-Canadian Trade Agreement of 1933 applied to Cameroun. GATT effective Nov. 28, 1960.	Exchange of most-favoured nation treatment.
Central African Republic	Franco-Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured nation treatment.
Chad	Franco-Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured nation treatment.

Country	Agreement	Tariff Treatment
Chile	Trade Agreement signed Sept. 10, 1941; in force provisionally Oct. 15, 1941; and definitively on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.
China	Modus vivendi signed Sept. 26, 1946, covers the territory of China and Taiwan.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia	Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)	Franco-Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Leopoldville)	Belgo-Canadian Convention of Commerce of 1924 applied to the Congo (Leopoldville) which maintains a de facto application of GATT.	Since the Congo's independence in 1960, Canada has continued to grant most-favoured-nation treatment.
Costa Rica	Modus vivendi signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Cuba	GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Czechoslovakia	Convention of Commerce signed Mar. 15, 1928; in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured-nation treatment.
Dahomey	Franco-Canadian Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960.	Exchange of most-favoured-nation treatment.
Denmark (including Greenland)	Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment. Declaration of May 9, 1912, provides means for separate termination by Dominions on one year's notice.

Country	Agreement	Tariff Treatment
Dominican Republic	Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured nation treatment including scheduled concessions.
Ecuador	Modus vivendi signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Egypt	(See United Arab Republic)	
El Salvador	Exchange of notes of Nov. 2, 1937 in force Nov. 17 1937.	Exchange of most-favoured nation treatment. May be terminated on four months' notice.
Ethiopia	Exchange of notes effective June 3, 1955.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Finland	Exchange of notes of Nov. 13-17, 1948 effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
France and French overseas territories	Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948.	Exchange of most-favoured nation treatment including scheduled concessions. May be terminated on three months' notice.
Gabon	Franco-Canadian Trade Agreement of 1933 applied to Gabon. GATT effective Aug. 17, 1960.	Exchange of most-favoured nation treatment.
Germany, Federal Republic of	GATT effective Oct. 1, 1951.	Exchange of most-favoured nation treatment.
Greece	Modus vivendi by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1951.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Greenland	See Denmark	
Guatemala	Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured nation treatment. May be terminated on six months' notice.

Country	Agreement	Tariff Treatment
Guinea	Franco-Canadian Trade Agreement of 1933 applied to Guinea.	Since creation of Guinea as independent state in 1958, Canada has continued to grant most-favoured-nation treatment.
Haiti	Trade Agreement signed Apr. 23, 1937; in force Jan. 10, 1939. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Honduras	Exchange of notes signed July 11, 1956 effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary	Trade Agreement signed June 11, 1964; provisionally in force from date of signing.	Exchange of most-favoured-nation treatment and undertaking by Hungary to purchase a minimum of \$24 million of wheat and other unspecified products during the three years' validity of the Agreement. Hungary is committed to purchase 250,000 metric tons of wheat.
Iceland	Although there is no contractual obligation, Canada and Iceland adhere to the terms of a treaty originally concluded between Denmark and Britain on Feb. 13, 1660. Iceland has acceded to GATT provisionally.	Exchange of most-favoured-nation treatment.
Indonesia	GATT effective Mar. 1, 1948.	Exchange of most-favoured-nation treatment.
Iran	Special arrangement by Order-in-Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956.	Canada grants most-favoured-nation tariff rates as long as Iran accords reciprocal treatment.
Iraq	Special arrangement by Order-in-Council effective Sept. 15, 1951.	Exchange of most-favoured-nation tariff treatment.
Ireland	Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933, as modified by Canadian Government letter to Irish Government, Sept. 6, 1966.	Canada and Ireland exchange preferential tariff treatment.

Country	Agreement	Tariff Treatment
Israel	GATT effective July 5, 1962.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Italy	Modus vivendi by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Ivory Coast	Franco-Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.	Exchange of most-favoured nation treatment.
Japan	Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept. 10, 1955.	Exchange of most-favoured nation treatment. May be terminated on three months' notice.
Korea, Republic of	Trade Agreement signed Dec. 20, 1966. Korea became a full member of GATT, April 14, 1967.	Canada and Korea exchange most-favoured nation treatment.
Kuwait	GATT effective June 18, 1961.	Since independence of Kuwait in June 1961, Canada has continued to accord most-favoured-nation treatment.
Laos	Franco-Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Lebanon	Special arrangement, by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia	Special arrangement by Order-in-Council effective Mar. 1, 1955.	Canada accords most-favoured-nation treatment.
Liechtenstein	See Switzerland	
Luxembourg	See Belgium-Luxembourg	
Malagasy Republic	Franco-Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured nation treatment.

Country	Agreement	Tariff Treatment
Mali, Federation of	Franco-Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a de facto application of GATT.	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Mauritania	Franco-Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico	Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratifications exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco	Various agreements relating to former French, Spanish, and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands	Convention of Commerce of July 11, 1924. Suspended during war, reinstated by exchange of notes Feb. 1 and 5, 1946. Includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Nicaragua	Trade Agreement signed Dec. 19, 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Niger	Franco-Canadian Trade Agreement of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured-nation treatment.
Norway	Convention of Commerce and Navigation with United Kingdom of March 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured-nation treatment. Convention of May 16, 1913, provides means of separate termination by Dominions on one year's notice.
Panama	Order in Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured nation treatment.

Country	Agreement	Tariff Treatment
Paraguay	Exchanges of notes on May 21, 1940 in force June 21, 1940.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Peru	GATT effective Oct. 8, 1951.	Exchange of most-favoured-nation treatment.
Philippines	No agreement.	Canada and Philippines continue to exchange most-favoured-nation treatment (excluding preferences accorded by the Philippines to the United States) without contractual obligation.
Poland	Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936.	Exchange of most-favoured-nation treatment including scheduled reductions. May be terminated on three months' notice.
Portugal, Portuguese adjacent islands and Portuguese overseas provinces	Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment. Remains in effect for two years from ratification and thereafter unless terminated on three months' notice.
Rwandi	GATT effective Jan. 1, 1966.	Canada grants most-favoured-nation treatment.
Senegal	Franco-Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.
South Africa	Trade Agreement signed Aug. 20, 1932; in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935, effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on scheduled items. Exchange of most-favoured-nation treatment.
Spain and Spanish possessions	Since Aug. 1, 1928, Canada has adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 25, 1954; provisionally in effect July 1, 1954, definitively in force on ratification, June 30, 1955. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice. Supplements and amends United-Kingdom-Spain Treaty of Commerce. Remains in effect for three years from ratification, and thereafter unless terminated on three months' notice.

Country	Agreement	Tariff Treatment
Sweden	United Kingdom-Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment. Declaration of Nov. 27, 1911, provides means for separate termination by Dominions on one year's notice.
Switzerland	United-Kingdom-Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1885, applies to Canada. By exchange of notes, Liechtenstein included under terms of this agreement effective July 14, 1947. GATT effective Aug. 1, 1966.	Exchange of most-favoured-nation treatment. Convention of Mar. 30, 1914, provides for separate termination by Dominions on one year's notice.
Syrian Arab Republic	Special Arrangement by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Syria accords reciprocal treatment.
Togo	Franco-Canadian Trade Agreement of 1933 applied to Togo. Togo maintains a de facto application of GATT	Since the creation of Togo as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Tunisia	Franco-Canadian Trade Agreement of 1933 applies to Tunisia. Tunisia has acceded to GATT provisionally.	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Turkey	Exchange of notes signed March 1, 1948; in effect March 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
U.S.S.R.	Trade Agreement signed Feb. 29, 1956, renewed for another three years April 18, 1960 and again for the same period on Sept. 16, 1963 by a protocol which provisionally entered into force on the same date (the extension to be valid from April 18, 1963). A protocol extending the Canada-U.S.S.R. Trade Agreement for a further period	Exchange of most-favoured-nation treatment. On the day of the Trade Agreement's extension, July 20, 1966 a contract was signed committing the U.S.S.R. to buy 9 million long tons of Canadian wheat and flour in the three succeeding years.

Country	Agreement	Tariff Treatment
	of three years until April 17, 1969 was signed on June 20, 1966, in Moscow.	
United Arab Republic (Egypt)	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
United States	Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT GATT effective Jan. 1, 1948.	Most-favoured-nation treatment exchanged.
Upper Volta	Franco-Canadian Trade Agreement of 1933 applied to Upper Volta. GATT effective Aug. 5, 1960.	Exchange of most-favoured-nation treatment.
Uruguay	Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional Protocol signed Oct. 19, 1953. GATT effective Dec. 16, 1953.	Most-favoured-nation treatment.
Venezuela	Modus vivendi signed and brought into force Oct. 11, 1950.	Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.
Vietnam	Franco-Canadian Trade Agreement of 1933 applied to Vietnam.	Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.
Western Samoa	Relations continue to be governed by Trade Agreement of 1932 with New Zealand.	The parties exchange specified preferences on scheduled goods and reciprocally exchange British preferential tariff rates on items not scheduled.
Yugoslavia	Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom-Serb-Croat-Slovene Treaty of Commerce and Navigation of May 12, 1937; in force Aug. 9, 1928. GATT effective July 20, 1966.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.

Appendix "G"

International meetings at which the Department was represented in 1966

Meeting	Date	Location
GATT Tariff and Trade Negotiations (Kennedy Round)	January- December	Geneva
International Sugar Council	January and November	London
UNCTAD — Trade and Development Board	February and September	New York and Geneva
OECD — Group on Export Credits and Credit Guarantees	February	Paris
OECD — Trade Committee	February, March, July, September	Paris
UNCTAD — Committee on Manufactures	February and March	Geneva
UNCTAD Sugar Consultations	February, March, May, June, November	Geneva
GATT — Experts Group on Trade Information	March	Geneva
GATT — Committee on Trade and Develop- ment	March	Geneva
U.S.-Canada Joint Committee on Trade and Economic Affairs	March	Washington
International Tin Council	March and September	London and Kinshasa
IBRD — Joint Financing for Mexico	March	Rome
Canada-Korea Negotiations of a Trade Agreement	March- December	Ottawa
GATT — 23rd Session of the Contracting Parties	March- April	Geneva
OECD — Industry Committee	March	Paris
OECD — Iron and Steel Committee	April and October	Paris
OECD — Agriculture Committee	April	Paris
Canada-Bulgaria Negotiations for Renewal of Canada-Bulgaria Trade Agreement	April- December	Sofia and Ottawa
Canada-U.S.S.R. Negotiations for Renewal of Canada-U.S.S.R. Trade Agreement	April	Moscow
Canada-Poland Negotiations for Renewal of Canada-Poland Long Term Wheat Agreement	May	Ottawa
OECD — DAC Meeting on Food and Agricul- ture	April	Paris
U.N. Committee on Tungsten	May	New York
World Bank Consultative Groups and Consortia for — Ceylon, Korea, Malaysia and Thailand	May and November	London
— India, Pakistan		Paris
U.N. Cocoa Conference	May-June	New York

Meeting	Date	Location
International Rubber Study Group	May and November	Rome, Lagos
U.N. — ECE Housing Committee	May	Geneva
International Coffee Council	May, August and September	London
FAO — Sixth World Forestry Congress	June	Madrid
OECD — Special Committee for Pulp and Paper	June	Paris
International Cotton Advisory Committee	June	Lima
Conference of Commonwealth Trade Ministers	June	London
FAO — Committee on Commodity Problems	June	Rome
UNCTAD — Permanent Sub-Committee on Commodities	June and September	Geneva
UNCTAD — Committee on Shipping	June	Geneva
Conference of Canadian and Commonwealth Caribbean Heads of Governments	July	Ottawa
International Wheat Council	July and December	London
OECD — DAC High Level Meeting	July	Washington
UNCTAD — Group on Preferences	July-August	Geneva
International Coffee Organization	August-September	London
Commonwealth Finance Ministers Meeting	September	Montreal
Canada-Japan Ministerial Committee	October	Ottawa
FAO — Advisory Committee on Pulp and Paper	October	Rome
U.N. — ECE Timber Committee	October	Geneva
U.N. — ECE Committee on Development of Trade	October	Geneva
OECD Joint Working Party on Trade and Agriculture	October	Paris
UN — FAO World Food Programme	November	Rome
FAO — UNCTAD Working Party on Forest and Timber Products	November	Geneva
International Lead and Zinc Study Group	November	Munich
OECD Ministerial Council	November	Paris
GATT — Committee on Balance of Payments Restrictions	November	Geneva
FAO — Committee on Wood-Based Panel Products	December	Rome

Appendix "H"

Trade and Industry Association Meetings in which the Department participated

AGRICULTURE

Ontario Cheese Producers Association	January	Toronto
Canadian Milk Powder Manufacturers Association	January	Ottawa
Meat Packers Council of Canada	February	Winnipeg
Quebec Food Processors' Association	February	Québec City
Eastern Ontario Association of Milk Sanitarians	April	Winchester, Ont.
Fur Trade Association of Canada	May	Montreal
Poultry Industry Conference	June	London, Ont.
Poultry & Egg Further Processing Conference	June	Toronto
Canadian Institute of Food Technology Conference	June	Toronto
Canadian Feed Manufacturers' Association	June	Vancouver
Canadian Seed Trade Association	June	Esterel, Qué.
Canadian Fur Council	July	Québec City
Ontario Flue-cured Tobacco Growers Marketing Board	July	London, Ont.
Tea and Coffee Association of Canada	September	Calgary
Canada Dairy Council	September	Québec City
National Dairy Council of Canada	September	Québec City
Canada Mink Breeders' Association	September	Winnipeg
Ontario Frozen Food Council	October	Toronto
Canadian National Millers' Association	October	Montebello
Ontario Fruit & Vegetable Growers Association	October	Toronto
Tea and Coffee Association of Canada	November	Toronto
1st Congress of Inter-American Association of Livestock Breeders	November	Mexico City
Canadian Seed Trade Association	November	Toronto
Ontario Cheesemakers' Association	November	Belleville
Ontario Beekeepers' Association	December	Toronto
Canadian Beekeepers' Council	December	Toronto
Ontario Food Processors' Association	December	Toronto
Ontario Honey Producers' Co-operative	December	Toronto

FISHERIES

Ontario Council of Commercial Fisheries	January	Toronto
National Fisheries Institute	April	Houston, Texas
Fisheries Council of Canada	May	Halifax
Prince Edward Island Fisheries Federation	October	Charlottetown

New Brunswick Fish Packers Association	October	Moncton
Newfoundland Frozen Fish Trades Association	December	St. John's

METALS, MINERALS AND CHEMICALS

Ontario Association of Architects	February	Toronto
Quebec Peat Moss Producers' Association	March	Québec City
Quebec Asbestos Mining Association	March	Québec City
National Association of Secondary Material Industries	April	New York
Lead Industries Association and Zinc Institute, Combined Annual Meeting	April	St. Louis, Mo.
Pharmaceutical Manufacturers' Association of Canada	May	Mont Gabriel, Qué.
Canadian Secondary Materials Association, Annual Meeting	June	Toronto
Canadian Conference of Metallurgists	August	Toronto
Canadian Fertilizer Association	August	Murray Bay, Qué.
Canadian Manufacturers of Chemical Specialties Association	October	Toronto
Canadian Institute of Mining and Metallurgy	October	Calgary
American Mining Congress	October	Salt Lake City, Utah
Chemical Institute of Canada	November	Montreal
Canadian Chemical Producers' Association	November	Ottawa
New Brunswick Peat Moss Producers' Association	December	Fredericton

FOREST PRODUCTS

Canadian Pulp and Paper Association Convention, Technical Section	January	Montreal
Canadian Home Manufacturers' Association	January	Ottawa
National Component Buildings Limited, Annual Seminar	January	Toronto
Canadian Furniture Mart	January	Toronto
National Forestry Conference	February	Montebello, Qué.
Maritime Lumber Bureau Monthly Meeting	February	Moncton, N.B.
Canadian Lumbermen's Association Convention	February	Montreal
Canadian Pulp and Paper Association Convention, Woodlands Section	March	Montreal
Christmas Tree Growers Association of Ontario Inc., Annual Convention	March	Toronto
Industrial Wood Products Seminars	March	Vancouver and Kelowna, B.C.

Canadian Wood Council Spring Conference	April	Ottawa
Interior Lumber Manufacturers' Association Convention	April	Penticton, B.C.
Quebec Lumber Manufacturers' Association Convention	May	Québec City
Maritime Lumber Bureau Annual Meeting	May	Amherst, N.S.
Canadian Lumber Standards Industry Committee	July	Québec City
Canadian Lumber Standards Administrative Board	July	Québec City
Canadian Lumber Standards Industry Committee	October	Harrison Hot Springs, B.C.
Canadian Lumber Standards Administrative Board	October	Harrison Hot Springs, B.C.
Canadian Wood Council Annual Meeting	October	Harrison Hot Springs, B.C.
Exploratory Meeting for the Formation of a Consortium for the Export of Wooden Pallets to the U.S.	December	Brantford, Ont.

ENGINEERING AND EQUIPMENT

National House Builders' Association Convention-Exposition	January	Montreal
Association of Consulting Engineers of Canada	April	Montebello, Qué.
Canadian Institute of Mining & Metallurgy	April	Québec City
Automotive Parts Manufacturers' Association	April	Toronto
Canadian Nuclear Association Annual Meeting	May-June	Winnipeg
Canadian Electrical Association	June	Banff, Alta.
Electronic Industries Association of Canada Annual Meeting	June	Esterel, Qué.
National Electronics Conference and Exhibition	October	Chicago
Institute of Electrical and Electronic Engineers (IEEE) — 4th Canadian Symposium on Communications	October	Montreal
Canadian Electrical Manufacturers' Association — Export Council Meeting	November	Toronto
Export Seminar — "New Business Through Exports", Construction, Public Works and Municipal Equipment Show	December	Toronto
Canadian National Committee/Inter- national Electrotechnical Commission (CNC/IEC) 6th Annual Meeting	December	Toronto

CONSUMER GOODS

Canadian Appliance Manufacturers' Association, Annual Convention	May	Kitchener, Ont.
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Canadian Brush, Broom and Mop Manufacturers' Association, Annual Convention	June	Montreal
Canadian Textiles Institute, Annual Conference	June	Niagara Falls, Ont.
Children's Apparel Manufacturers' Association, Annual Conference	June	Bretton Woods, N.H.
National Warm Air Heating and Air Conditioning Manufacturers' Association of Canada, Annual Meeting and Workshop	June	Mont Gabriel, Qué.
Tanners' Association Annual Meeting	August	Montreal

GENERAL

Canadian Industrial Traffic League	February	Montreal
Saskatchewan Trucking Association	May	Regina
Canadian Manufacturers' Association	June	Montreal
Pacific Northwest Trade Association Conference	September	Sun Valley, Idaho
Air Industries Association	October	Victoria
Canadian Export Association	October	Montebello, Qué.
Port of Halifax Commission	December	Halifax

Appendix "I"

Projects of the Canadian Government Exhibition Commission 1966

Part I — Projects Abroad Sponsored by the Department of Trade and Commerce

1. United States Regional Lumber Shows

One new 8' by 10' portable lumber display was produced and along with two existing displays was shown at the following:

- (a) Kentucky Retail Lumber Dealers Association Convention, Louisville, Jan. 14-15
- (b) Mid-America Building Products Exposition, Kansas City, Jan. 20-22
- (c) Northeastern Retail Lumbermen's Association, New York, Jan. 21-23
- (d) Carolina Lumber and Building Material Dealers Association, Charlotte, Feb. 8-10
- (e) Ohio Lumber and Building Products Dealers Association, Columbus, Feb. 15-17
- (f) Nebraska Lumber Merchants Association Convention, Omaha, Mar. 2-3
- (g) Lumbermen's Association of Texas Exposition, Dallas, Apr. 15-17
- (h) Oklahoma Lumbermen's Association, Tulsa, Oct. 29-30

National Boat Show

New York City, New York

January 12-25

Firms participating: 14

Products: pleasure boats and marine equipment

Attendance: 363,000

Space: 5,300 sq. ft.

International Hotel and Catering Exhibition

London, England

January 18-27

Firms participating: 8

Products: A cross-section of modern restaurant, hotel and institutional catering equipment; refrigeration and floor maintenance equipment

Attendance: 110,000

Space: 1,200 sq. ft.

California Gift Show

Los Angeles, California

January 23-28

Firms participating: 15

Products: giftware — paintings, wood carvings, candles, Indian handicrafts, jewellery, stoneware, pottery, crystal, fur-skin products

Attendance: 10,789*

Space: 10 hotel rooms

Note — Show not open to public

*National Sporting Goods Association
Convention and Show (NSGA)
Chicago, Illinois*

January 30-February 3

Firms participating: 21	Attendance: 20,547*
Products: sports equipment and sportswear	Space: 2,800 sq. ft.

*Nuremberg Toy Fair
Nuremberg, West Germany*

February 11-19

Firms participating: 8	Attendance: 18,000*
Products: toys and games	Space: 1,505 sq. ft.

*International Men's and Boys' Wear
Exhibition (IMBEX)
London, England*

February 21-25

Firms participating: 14	Attendance: 14,156*
Products: men's and boys' clothing	Space: 3,000 sq. ft.

*Western Metal and Tool Show (WESTEC)
Los Angeles, California*

March 7-11

Firms participating: 11	Attendance 25,000*
Products: welding equipment, iron-workers, conveyors, milling machines	Space: 2,664 sq. ft.

*International Electrical Engineers
Exhibition (ASEE)
London, England*

March 23-30

Firms participating: 15	Attendance: 103,430
Products: electrical apparatus and systems	Space: 3,760 sq. ft.

*International Fur Fair
Frankfurt, West Germany*

March 30-April 3

Firms participating: N/A	Attendance: 22,000*
Products: full range of Canadian furs	Space: 1,118 sq. ft.

*International Trade Fair for Oil and Gas
Firing Equipment (INTHERM)
Stuttgart, West Germany*

March 30-April 3

Firms participating: 10	Attendance: 59,000*
Products: oil and gas firing equipment	Space: 1,935 sq. ft.

*Note — Show not open to public

International Fair of Milan
Milan, Italy

April 14-25

A trade information office

Attendance: 3,725,431

Space: 591 sq. ft.

Shop Equipment and Self Service
Exhibition (SHOPSHOW)
London, England

April 16-21

Firms participating: 11

Products: shop fittings

Attendance: 14,426*

Space, 2,560 sq. ft.

Scotland's Food Exhibition
Glasgow, Scotland

April 19-30

Firms participating: 11

Products: food products

Attendance: 224,000

Space: 2,800 sq. ft.

International Hardware Trades Fair
London, England

April 25-29

Firms participating: 9

Products: soldering guns and kits, door
closers, plastic items for household and
garden use, tools and rasps, rivets,
wall fasteners

Attendance: 28,500*

Space: 2,590 sq. ft.

Hanover International Trade Fair
Hanover, West Germany

April 30-May 8

A trade information office

Attendance: 1,500,000

Space: 537 sq. ft.

North's Food Fair
Manchester, England

May 10-21

Firms participating: 11

Products: food products

Attendance: 183,000

Space: 2,240 sq. ft.

Industrialized Building Systems and
Components Exhibition (IBSAC)
London, England

May 10-24

Firms participating: N/A

Institutional display on behalf of Canadian
lumber and plywood industry generally,
and for Canadian manufacturers of
industrialized timber frame houses

Attendance: 35,000*

Note — Show not open to public

*33rd International Agricultural Fair
of Novi Sad*

Novi Sad, Yugoslavia

May 14-23

Firms participating: N/A

Products: display of Canadian Holstein-
Friesian cattle

Attendance: 500,000

Space: 1,200 sq. ft.

XXXIV Barcelona International Samples Fair

Barcelona, Spain

June 1-15

Firms participating: 21

Products: industrial machinery and
electronics

Attendance: 1,800,000

Space: 5,737 sq. ft.

13th World Poultry Congress

Kiev, Russia

August 15-28

Firms participating: 3

Products: products of high-grade poultry
breeding farms, poultry farm equipment

Attendance: 600,000

Space: 1,544 sq. ft.

*Western Electronics Show and Convention
(WESCON)*

Los Angeles, California

August 23-26

Firms participating: 9

Products: electronic equipment

Attendance: 47,000*

Space: 1,400 sq. ft.

Britain's Food Fair

London, England

September 2-17

Firms participating: 20

Products: public exhibition and sampling
of Canadian food products

Attendance: 232,666

Space: 4,166 sq. ft.

International Leather Fair

Paris, France

September 8-13

Firms participating: 3

Products: Canadian dressed leather

Attendance: No estimate

Space: 1,505 sq. ft.

*International Nuclear Industries Fair
(NUCLEX)*

Basle, Switzerland

September 8-14

Firms participating: 12

*Note — Show not open to public

Products: nuclear pump equipment, heavy
water reactors, power and research
nuclear reactor fuels, uranium,
nuclear instruments, fuels and metals

Attendance: 12,000*
Space: 3,948 sq. ft.

*International Exhibition of Groceries and
High Class Provisions (IKOFA '66)*
Munich, West Germany

September 17-25

Firms participating: 12

Products: information exhibit of canned
sea foods, canned vegetables and fruits,
canned cakes and puddings

Attendance: 263,000
Space: 279 sq. ft.

Marine Trades Exhibit and Conference
Chicago, Illinois

September 22-25

Firms participating: 15

Products: boats and marine equipment,
navigation equipment and instruments,
boat trailers

Attendance: 25,000*
Space: 7,421 sq. ft.

Manchester Building Trades Exhibition
Manchester, England

October 11-20

Institutional display on behalf of Canadian
lumber and plywood industries. Two
Canadian firms displayed double-
glazed, sliding sashless windows

Attendance: 20,000*
Space: 1,499 sq. ft.

*International Trade Fair of Sports Goods,
Camping Equipment and Garden Furniture*
(SPOGA)
Cologne, West Germany

October 23-25

Firms participating: 18

Products: sporting goods and camping
equipment

Attendance: 12,750*
Space: 4,000 sq. ft.

American Society for Metals Exposition
Chicago, Illinois

October 30-November 3

Firms participating: 23

Products: metals and metalworking
machinery

Attendance: 19,273*
Space: 3,240 sq. ft.

Note — Show not open to public

*Northeast Electronics Research Engineering
Meeting (NEREM)*
Boston, Massachusetts

November 2-4

Firms participating: 15
Products: electronic equipment

Attendance: 21,000*
Space: 1,960 sq. ft.

Salon International de l'Alimentation (SIAL)
Paris, France

November 13-21

Firms participating: 24
Products: food products — frozen and
tinned — sampling to the trade

Attendance: 245,000
Space: 2,257 sq. ft.

Canadian Timber Frame Housing Exhibit
Delft University, Delft, Netherlands

November 16-27

Promotion of Canadian timber frame
building techniques

Attendance: 5,000*
Space: 1,600 sq. ft.

First Asian International Trade Fair
Bangkok, Thailand

November 17-December 10

Firms participating: 14
Products: engineering and equipment
services, telecommunications, carpeting

Attendance: 1,500,000
Space: 3,063 sq. ft.

National Livestock Fair
Chapingo, Mexico

November 13-21

Firms participating: N/A
Products: Canadian Jersey, Guernsey
and Ayrshire cattle

Attendance: 150,000
Space: 1,620 sq. ft.
plus an information pavilion

Queretaro Livestock Fair
Queretaro, Mexico

December 4-11

Firms participating: N/A
Products: Canadian Jersey, Guernsey
and Ayrshire cattle

Attendance: 25,000
Space: 1,488 sq. ft.
plus an information pavilion

*National Association of Home Builders
Convention (NAHB)*
Chicago, Illinois

December 4-8

Information exhibit on behalf of lumber
associations in Canada

Attendance: 45,000
Space: 600 sq. ft.

*Note — Show not open to public

In-Store Promotions

Britain

Five major in-store promotions were conducted by the London office in supermarkets and co-operative societies.

Japan

A display of Canadian handicrafts featuring Eskimo carvings at the Canadian Handicraft Exhibition, April 7-12, Tokyo.

Fur display in Tokyo, November 1-2

Canadian Government Travel Bureau

A total of 109 window displays were constructed and shown in various Travel Bureau offices throughout the world. In addition, 16 exhibits were prepared and shown at various sports shows and conferences in the United States. Three displays, one on handicrafts, one on Centennial/Expo '67 and one on Canadian participation in Expo '67 were prepared and distributed to all Travel Bureau offices. In addition, portable display material was produced for use at various conferences and Travel Bureaus and on other suitable occasions.

Part II — Projects for other Departments of the Federal Government and Crown Corporations

Department of External Affairs

1. *Five information exhibits were prepared for use in Switzerland, Britain and Israel*

2. *Canadian Court, Commonwealth Institute
London, England*

The exhibit in the Canadian Court was maintained and added to by a display of Canadian flora and fauna and effective changes in some of the other display material

3. *Journées canadiennes
Mulhouse, France*

May 19-June 5

A portable trade information exhibit was shown in the City Square in conjunction with a varied program during Canada Days

4. *Poznan International Trade Fair
Poznan, Poland*

June 12-26

Exhibit of Canadian techniques in plastics industry

5. *Bordeaux International Fair
Bordeaux, France*

June 16-27

A portable trade information exhibit

6. *Mansion House*

Dublin, Ireland

July 1-10

An information exhibit, Reflections on Canada, featuring Centennial and Expo '67

7. *VI Bogota International Trade Fair*

Bogota, Colombia

September 1-20

An information exhibit on Canadian telecommunications equipment

8. *Brno International Trade Fair*

Brno, Czechoslovakia

September 11-25

A trade information display illustrated by unique camping and sports equipment, over-snow and special over-land vehicles

9. *Marseille International Fair*

Marseille, France

September 22-October 3

A portable trade information exhibit

10. *Frankfurt Book Fair*

Frankfurt, Germany

September 22-27

A display of Canadian books in English and French by Canadian publishers and the Queen's Printer

11. *German Industries Fair*

Berlin, West Germany

September 21-October 2

An information exhibit featuring Centennial and Expo '67

Department of Immigration and Manpower

1. *Graz Trade Fair*

Graz, Austria

October 1-9

An information exhibit to attract professional and skilled workers to Canada

2. *Copenhagen Trade Fair*

Copenhagen, Denmark

October 21-30

An information exhibit to attract professional and skilled workers to Canada

Department of Justice

International Police Exhibition

Hanover, Germany

August 27-September 9

An information exhibit on the history and activities of the Royal Canadian Mounted Police

Department of Agriculture

13th World Poultry Congress

Kiev, Russia

August 15-28

A scientific information exhibit on the poultry industry in Canada

Civil Service Commission

Interior decoration of four houses and three apartments for civil servants under the language training program was carried out in Quebec City and Toronto.

Centennial/Expo '67 Promotion

Six in-store promotions were carried out in the U.S., the largest of which was on behalf of the Centennial Commission, Expo '67 and the Canadian Government Travel Bureau, starting with Macy's in New York and travelling to Cleveland, Cincinnati and Pittsburgh. In addition to the in-store promotion at Macy's, a float representing Canada was completed and shown in Macy's Thanksgiving Day Parade, New York.

Part III — Domestic Projects

The program of services for 37 departments of government included 599 individual exhibits or displays and 132 miscellaneous projects. The more significant undertakings were:

Centennial Commission

1. *Combined Centennial/Expo Exhibit*

Niagara International Centre, Niagara Falls, Ontario

Area: 1,200 sq. ft.

Estimated Attendance: 4,000,000

2. *Decoration of the old Union Station, Ottawa, inside and out, for use as the Centennial Reception Centre for Canada's capital (a continuing project)*

Area: 10,000 sq. ft.

Expected Attendance: 500,000

3. *Completion of Confederation Train and Continuation of Confederation Caravans*

National Research Council

A 15-sphere molecule exhibit showing 12 audio-visual presentations of the story of N.R.C. in the Niagara International Centre, Niagara Falls, Ontario

Area: 3,000 sq. ft.

Attendance: 2,000,000

Secretary of State

New War Museum, Ottawa

Design was started in 1966 on the new War Museum in the vacated Archives Building on Sussex Drive, Ottawa. The area covers some 25,000 sq. ft. The

project is a combined effort of the War Museum, National Museum and the Exhibition Commission and will continue through 1967 and 1968

Department of National Defence

Canadian National Exhibition, Toronto

August-September 1966

Over-all area: 100,892 sq. ft. Interior area: 7,000 sq. ft.

The Canadian Armed Forces and their equipment were displayed in both inside and outside exhibit areas.

Appendix "J"

CANADIAN TRADE MISSIONS, 1966

OUTGOING MISSIONS

Fisheries Reconnaissance to Australia and New Zealand

February 25-March 17

Number of members: 6

This mission investigated current import patterns in fisheries products in Australia and New Zealand, the trend of fisheries development there, production and marketing techniques in both countries, and the implications of these conditions on existing and potential Canadian fisheries exports.

Livestock to Japan and Korea

March 14-29

Number of members: 6

The object was to promote Canadian participation in the Japanese dairy cattle breed improvement program, and to investigate prospects in Korea.

Tobacco to Japan and Southeast Asia

March 29-April 21

Number of members: 4

This mission represented the first concentrated effort on behalf of the tobacco industry to market Canadian tobacco in most of the area. It assessed market prospects, tobacco preferences, and market trends, and stimulated interest in Canadian tobacco.

Electrical Power Generation, Transmission and Distribution

to Mexico and Venezuela

April 22-May 12

Number of members: 8

This mission was organized to investigate and promote Canadian participation in the planned formation of grid systems and development programs in power generation, power transmission and cycle conversion in Mexico and Venezuela.

Electronic Products to Britain and Europe

May 6-29

Number of members: 6

The objectives were to focus attention on Canada as a source of sophisticated electronic components and equipment and investigate their sales potential in the countries visited.

Economic Mission to France
June 6-15

Number of members: 23

A high-level mission seeking ways and means to implement the joint decision taken by the President of the French Republic and the Prime Minister of Canada in 1964 to move in all possible directions to establish closer economic relations between the two countries. (*A report on this mission will be found in the Special Programs and Activities Section, page 17*)

Power Generation and Equipment to Australia and New Zealand
August 17-September 9

Number of members: 7

This mission promoted Canada as a source of nuclear technology and as a supplier of major electrical power equipment by providing an opportunity for senior Canadian industry representatives to meet with Australian and New Zealand officials engaged in developing electrical power resources.

Timber to the Mediterranean
September 17-October 8

Number of members: 10

Through tours in Israel, Cyprus, Greece and Italy, this mission investigated existing and potential demand for Canadian softwood and hardwood lumber exports in an attempt to determine how these exports could be increased.

Vocational Equipment to Europe
October 28-November 4

Number of members: 3

This mission investigated, through visits to UNESCO in Paris and the ILO in Geneva, the means by which Canadian participation in UNDP tenders for vocational equipment could be increased.

Airport Equipment to Venezuela
November 6-12

Number of members: 1

The purpose was to investigate participation by Canadian contractors, consultants and equipment manufacturers in the expansion program for Maiquetia airport.

Technical Mission to the First Asian International
Trade Fair, Bangkok
November 28-December 5

Number of members: 5

Scheduled to coincide with the technical conference at the Fair, the mission consisted of a number of senior Canadian businessmen who delivered technical papers at the conference.

Livestock to Barbados

December 1-3

Number of members: 6

The purpose was to demonstrate the advantages of Canadian cattle by displaying the cattle in Barbados to key agricultural officials from this and other areas of the Commonwealth Caribbean.

INCOMING MISSIONS

Travel from Britain and Ireland

March 8-22

Number of members: 13

This group of tour operators was shown tourist attractions in British Columbia, Ontario and Quebec. The object was to promote more extensive inclusion of Canada in the North American tours arranged by mission members.

Housing from Greece

March 19-30

Number of members: 5

The purpose was to demonstrate to government officials and businessmen from Greece Canada's expertise in the manufacture of prefabricated schools and houses and thus to promote Canadian participation in the school and housing construction programs planned in Greece.

Australian Timber Housing

May 1-15

Number of members: 6

This mission was part of a program developed with industry to promote sales of Canadian lumber in Australia. The visiting housing authorities were shown the advantages of Canadian building systems and encouraged to design more lumber into their buildings.

Travel from Germany, Belgium, The Netherlands and Scandinavia

May 5-16

Number of members: 14

This group of 16 leading travel agents toured Quebec, Ontario and Alberta to view Canadian tourist facilities.

Netherlands Softwood Timber Mission

May 27-June 17

Number of members: 6

This mission resulted from an initial step taken by the Department in 1965 in organizing a Housing Mission from Germany and The Netherlands. That

mission so impressed The Netherlands members that the Department was subsequently requested by The Netherlands Softwood Timber Importers' Association to organize this second mission.

Nuclear from Europe

May 28-June 10

Number of members: 8

Seven senior representatives of power authorities in Italy, Spain, Yugoslavia and Finland and a senior official of Euratom were brought to Canada for discussions at the Canadian Nuclear Association convention and to view at first hand Canadian capability in designing and manufacturing nuclear power equipment.

Malaysian National Electricity Board

July 6-12

Number of members: 2

Two representatives from the Malaysian Government Electricity Authority made a six-day tour of Canadian thermal and hydro-electric installations and learned of latest Canadian developments in these fields from leading Canadian electrical consultants and manufacturers.

Rapeseed from Japan

July 22-August 6

Number of members: 9

The purpose was to inform representatives of the Japanese oilseeds industry of Western Canada's developing rapeseed industry. They were shown the extensive research program with new varieties of rapeseed and latest developments in the production and use of rapeseed oil and meal.

Agricultural and Farm Machinery from Yugoslavia

August 18-29

Number of members: 4

Organized in conjunction with the Department of Agriculture, this was a 12-day tour of Canadian agricultural research facilities, farm operations and farm machinery plants. Members were senior officials of the Industrijsko Poljoprivedni Kombinat, the Yugoslavian agricultural purchasing agency.

Travel from the United States

August 20-September 1

Number of members: 59

Five separate groups from different areas in the United States were shown Canada's tourist facilities and attractions. Members were American Automobile Association managers and travel counsellors.

Livestock from Peru

September 8-21

Number of members: 7

The purpose was to bring together men directing the Peruvian livestock improvement program and Canadian breeders of the high quality breed stock essential to such plans.

Commonwealth Cable Management Committee

September 9-11

Number of members: 8

This project coincided with the annual conference in Montreal of members of the Commonwealth Cable Management Committee. They were shown Canadian capabilities and advances in communications in a visit to the ground satellite station at Mill Village, Nova Scotia.

Study Tour for Latin American Trade Promotion Officials

September 11-October 2

Number of members: 4

Arrangements for this tour were made at the request of the GATT International Trade Centre. The purpose was to illustrate Canadian promotional techniques to selected officials from Argentina, Brazil and Colombia.

Christmas Tree from the United States

September 11-15

Number of members: 12

The purpose was to demonstrate to U.S. buyers the standardized quality of Christmas trees from Canadian sources, particularly in light of grading regulations used by the Christmas Tree Growers Association of Ontario.

Veterinary and Meat Inspection from EEC

September 28-October 14

Number of members: 10

The purpose was to ensure that Canadian Health of Animal Certificates on export shipments of food would be given full recognition by the EEC authorities administering regulations dealing with meat and poultry.

Air Industries from Germany

October 2-15

Number of members: 10

The purpose was to demonstrate Canadian productive capacity and technical expertise in the aerospace industry. It was organized to coincide with the annual convention of the Air Industries Association of Canada. The mission toured major Canadian airframe, aero engine and avionics facilities.

Electrical from Mexico

October 30-November 6

Number of members: 5

This mission was organized as a follow-up to the outgoing Electrical Mission of April/May and was designed to consolidate and further promote the benefits accruing from that mission.

Appendix "K"

Publications produced by the Trade Publicity Branch in 1966

Periodicals

Canada Courier — English, French, German, Spanish, Arabic — 8-page tabloid for foreign buyers.

Foreign Trade — English — Fortnightly magazine for Canadian businessmen.

Commerce extérieur — French — Monthly magazine for Canadian businessmen.

Commodity Booklets

Canadian Forgings — English.

Canadian Domestic Electric Range Components — English, French.

Canadian Non-ferrous foundries, die casters, ingot makers — English.

Canadian Scientific Equipment for Medicine, Industry and the Laboratory — English, French, German, Spanish.

Trade Fair Booklets

In the Finest Tradition — English — National Boat Show, New York.

Catering Equipment from Canada — English — International Hotel and Catering Exhibition, London.

Produced with Pride — English — California Gift Show, Los Angeles.

Season to Season with Canadian Sports Equipment and Clothing — English — National Sporting Goods Association Convention and Show (NSGA), Chicago.

Canadian Toys at Nuremberg — English, German — Nuremberg Toy Fair, Nuremberg.

Comfortable and Correct from Canada — English — International Men's and Boy's Wear Exhibition (IMBEX), London.

Machinery Specialist to the World — English — Western Metal and Tool Show, Los Angeles.

Switch to Canada for Electrical and Electronic Equipment — English — International Electrical Engineers Exhibition (ASEE), London.

Wild Fur Bearers of Canada — English, French, German — International Fur Fair, Frankfurt.

Comfort . . . with Canadian Heating — English, German — International Trade Fair for Oil and Gas Firing Equipment (INTHERM), Stuttgart.

Register More Sales with Canadian Shop Equipment — English — Shop Equipment and Self Service Exhibition (SHOPSHOW), London.

From Soup to Nuts — English — Scotland's Food Exhibition, Glasgow.

- The Measure of Quality — English — International Hardware Trades Fair, London.
- From Soup to Nuts — English — North's Food Fair, Manchester.
- Canadian Timber Frame Techniques in Industrialized Building — English — Industrialized Building Systems and Components Exhibition (IB-SAC), London.
- Information Folders on Canadian Cattle — English — 33rd International Agricultural Fair of Novi Sad, Novi Sad, Yugoslavia.
- En su Proyecto Exija Lo Mejor: Canada Lo Tiene — Spanish — International Samples Fair, Barcelona.
- Information Folders on Canadian Poultry — English — 13th World Poultry Congress, Kiev, U.S.S.R.
- The Scope of Canadian Accomplishment — English — Western Electronics Show and Convention (WESCON), Los Angeles.
- Fact Sheets — English — Britain's Food Fair, London.
- Leather Bound from Canada — English, French — International Leather Fair, Paris.
- Canada . . . Leader in Nuclear Power Engineering — English, French, German — International Nuclear Industries Fair (NUCLEX), Basle, Switzerland.
- Port of Quality — English — Marine Trades Exhibit and Conference Chicago.
- Some Basics of Building with Canadian Timber — English — Manchester Building Trades Exhibition, Manchester.
- Sport und Spiel — German — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA), Cologne.
- Record of Achievement — English — Northwest Electronics Research and Engineering Meeting, Boston.
- Formula for Success — English — American Society for Metals Exposition, Chicago.
- Products for Progress — English — First Asian International Trade Fair Bangkok.
- Folders on Canadian Cattle — English — Queretaro Livestock Fair Queretaro, Mexico.

Trade Mission Booklets

Outgoing

- Electrical Power Generation, Transmission and Distribution Mission to Mexico and Venezuela — Spanish — Identification folder.
- Electronic Products Mission to Britain and Europe — English — Identification folder.
- Economic Mission to France — French — Information booklet.
- Report of Mission to France — English, French — Information booklet.

Power Generation Equipment Mission to Australia and New Zealand — French, English — Identification folder.

Timber Trade Mission to the Mediterranean — English — Identification folder.

Vocational Equipment Mission to Europe — English — Identification folder.

Technical Mission to First Asian International Trade Fair — French, English — Identification folder.

Livestock Mission to Barbados — English — Identification folder.

Incoming

Travel Mission from Britain and Ireland — English — Identification folder.

Housing Mission from Greece — English — Identification folder.

Incoming Australian Timber Housing Mission — English — Identification folder.

Travel Mission from Germany, Belgium, The Netherlands and Scandinavia — French, English — Identification folder.

Netherlands Softwood Timber Importers Mission to Canada — English — Identification folder.

Incoming Nuclear Mission, Belgrade — English — Identification folder.

Incoming Mission of Malaysian National Electricity Board Officials to Canada — English — Identification folder.

Rapeseed Mission from Japan — English — Identification folder.

Agriculture and Farm Machinery Mission from Yugoslavia — English — Identification folder.

Travel Mission from the United States (American Automobile Clubs) — French, English — Identification folder.

Livestock Mission from Peru — English — Identification folder.

Commonwealth Cable Management Committee Mission — English — Identification folder.

Christmas Tree Mission from the United States — English — Identification folder.

Study Tour for Latin American Trade Promotion Officials — Spanish, English — Identification folder.

Veterinary and Meat Inspection Mission from EEC Countries — French, English — Identification folder.

Air Industries Mission from Germany — English — Identification folder.

Electrical Mission from Mexico — English — Identification folder.

General

Introducing Canada's Trade Representatives in San Francisco — English.

Guiding Principles of Good Corporate Behaviour in Canada — English.

Appendix "L"

Statements of Departmental Expenditure and Revenue

1. Statement of Expenditure for the Fiscal Years 1964-65 and 1965-66

ORDINARY	1965-65	1965-66
Minister's Salary and Motor Car Allowance	17,000	16,223
Departmental Administration	4,705,155	5,465,020
Trade Commissioner Service		
Administration and Operation	6,535,844	7,424,208
Construction or Acquisition of Buildings, Land, Equipment and Furnishings	304,254	377,529
Canadian Government Exhibition Commission	1,955,243	2,830,250
Canadian Government Travel Bureau	4,908,713	6,332,549
Standards Branch	3,340,667	3,478,260
TOTAL	\$21,766,876	\$25,924,039

SPECIAL

Canadian Government Participation, 1967 Exhibition, Montreal	839,829	4,556,113
Pensions and Other Benefits to Former Locally- Engaged Employees of Offices Abroad	1,956	1,783
Gratuities to Families of Deceased Employees	1,945	30
	<u>\$ 843,730</u>	<u>\$ 4,557,926</u>
	<u>\$22,610,606</u>	<u>\$30,481,965</u>

2. Statement of Revenue for the Fiscal Years 1964-65 and 1965-66

Weights and Measures Inspection Services	\$ 1,194,515	\$ 1,156,056
Electricity and Gas Inspection Services	1,102,563	1,140,942
Miscellaneous	90,187	81,964
	<u>\$ 2,387,265</u>	<u>\$ 2,378,962</u>

Appendix "M"

Distribution of Departmental Staff (as of December 31, 1966)

	1965	1966
Administrative Services	230	222
Agriculture and Fisheries Branch	27	29
Canadian Government Exhibition Commission	210	260
Canadian Government Travel Bureau	177	235
Economics Branch	36	49
Industrial Materials Branch	37	53
Manufacturing Industries and Engineering Branch	47	56
Office of Trade Relations	57	78
Standards Branch	470	484
Trade Commissioner Service	680	730
Trade Fairs and Missions Branch	16	13
Trade Publicity Branch	50	65
Transportation and Trade Services Branch	57	60
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Appendix "N"

Legislation Administered by the Department of Trade and Commerce

1. Legislation for which the Department is administratively responsible:
 - Department of Trade and Commerce Act
 - Electricity Inspection Act
 - Export Act
 - Export and Import Permits Act
 - Gas Inspection Act
 - National Trade Mark and True Labelling Act
 - Precious Metals Marking Act
 - Weights and Measures Act
2. Other Legislation reported to Parliament through the Minister of Trade and Commerce:
 - Canadian Wheat Board Act
 - Canadian World Exhibition Corporation Act
 - Corporations and Labour Unions Returns Act
 - Export Credits Insurance Act
 - Prairie Grain Advance Payments Act
 - Statistics Act
 - Temporary Wheat Reserves Act

Appendix "O"

Boards, Crown Corporations and Agencies Reporting to Parliament through the Minister of Trade and Commerce

Canadian Wheat Board

425 Main Street, Winnipeg, Manitoba

Chief Commissioner, W. C. McNamara

*Dominion Bureau of Statistics

Tunney's Pasture, Holland Avenue, Ottawa, Ontario

Dominion Statistician, W. E. Duffett

Export Credits Insurance Corporation

Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario

President and General Manager, H. T. Aitken

The activities of these organizations are described in their respective annual reports.

*The Dominion Bureau of Statistics is a Department of Government.

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Department of Trade and Commerce
ANNUAL REPORT 1967



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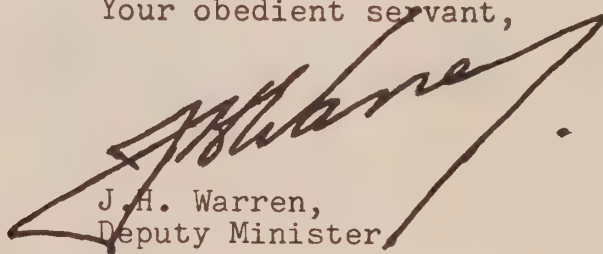
OTTAWA, March, 1968

The Honourable Robert H. Winters,
Minister of Trade and Commerce,
Ottawa, Canada.

SIR:

I have the honour to submit the seventy-sixth Annual Report of the Department of Trade and Commerce, which covers the operations and services rendered during the calendar year 1967.

Your obedient servant,

A large, stylized handwritten signature in dark ink, likely belonging to J.H. Warren, is written over the typed name and title. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

J.H. Warren,
Deputy Minister

OTTAWA, March, 1968

To His Excellency,
The Right Honourable Roland Michener, C.C.,
Governor General of Canada.

May it please Your Excellency:

I have the honour to submit to Your Excellency the
Seventy-Sixth Annual Report of the Department of Trade and
Commerce covering the calendar year 1967.

A summary of the operations and services rendered
by this Department, under their respective headings, is
laid before Your Excellency.

Respectfully submitted,

A handwritten signature in dark ink, appearing to read "Robert H. Winters", written in a cursive style.

Robert H. Winters,
Minister of Trade and Commerce.

TABLE OF CONTENTS

	Page
Introduction	
Function and Organization	1
Summary Report on Canada's Trade, 1967	21
International Trade Policy Developments	24
Special Programs and Activities	34
Export Advisory Council	34
Kennedy Round Seminars	35
Operation Export 1967	36
Export and Import Trade Controls	38
Regional Offices	40
Transportation	41
Financing and Aid	45
Tourism	46
Export Promotion by Industry Sectors	51
Trade and Industry Associations	52
Agriculture and Fisheries	53
Resource Materials	62
Manufactured Products and Services	72

APPENDICES

	Page
A. Head Office Directory	85
B. Regional Offices	91
C. Standards Branch Offices	92
D. Trade Commissioner Posts	96
E. Canadian Government Travel Bureau Offices Abroad	113
F. Tariff Arrangements in Force, December 31, 1967	117
G. International Meetings	140
H. Trade and Industry Association Meetings	145
I. Projects of the Canadian Government Exhibition	
Commission	150
J. Canadian Trade Missions	159
K. Publications Produced by the Trade Publicity Branch	171
L. Statement of Departmental Expenditure and Revenue	176
M. Distribution of Departmental Staff	177
N. Legislation Administered by the Department	178
O. Boards, Crown Corporations and Agencies	179

INTRODUCTION

During its 76 years, the Department of Trade and Commerce has performed many functions to further Canadian commercial interests, but the main thrust of its work has always been, as it is today, the development of Canada's export trade.

In Centennial Year, this trade reached new heights as domestic exports climbed to \$11.4 billion - exceeding the official Centennial Year export target of \$11 $\frac{1}{4}$ billion. Late in the year a new export goal - \$12.3 billion - was set for 1968.

Centennial Year also saw the successful conclusion of the Kennedy Round negotiations - the largest multilateral trade and tariff bargains in history and the 1967 world trade highlight.

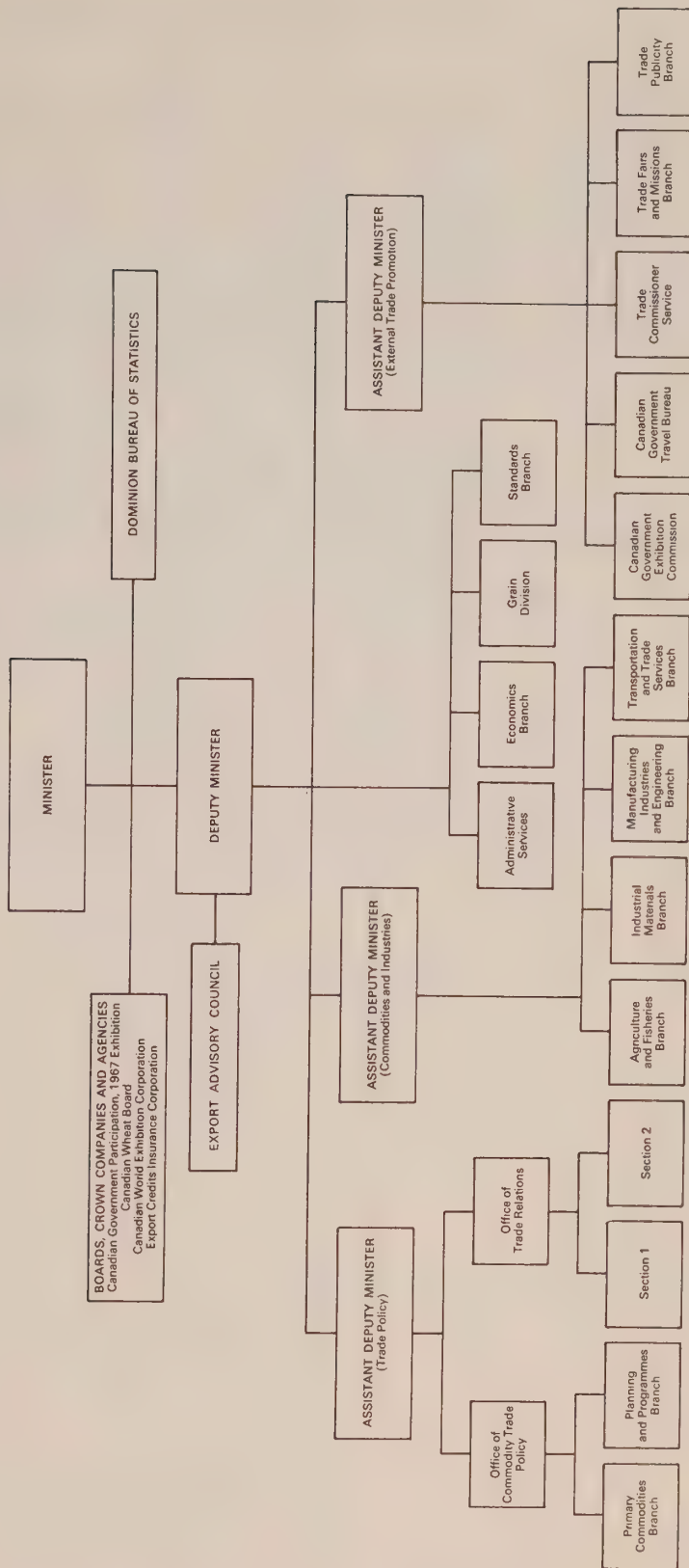
Travel promotion, another responsibility of the Department, also experienced a banner year. Attracted by Expo 67 and other Centennial Year events, foreign visitors spent a record \$1.75 billion in Canada last year, with a resultant favourable balance on travel of about \$427 million.

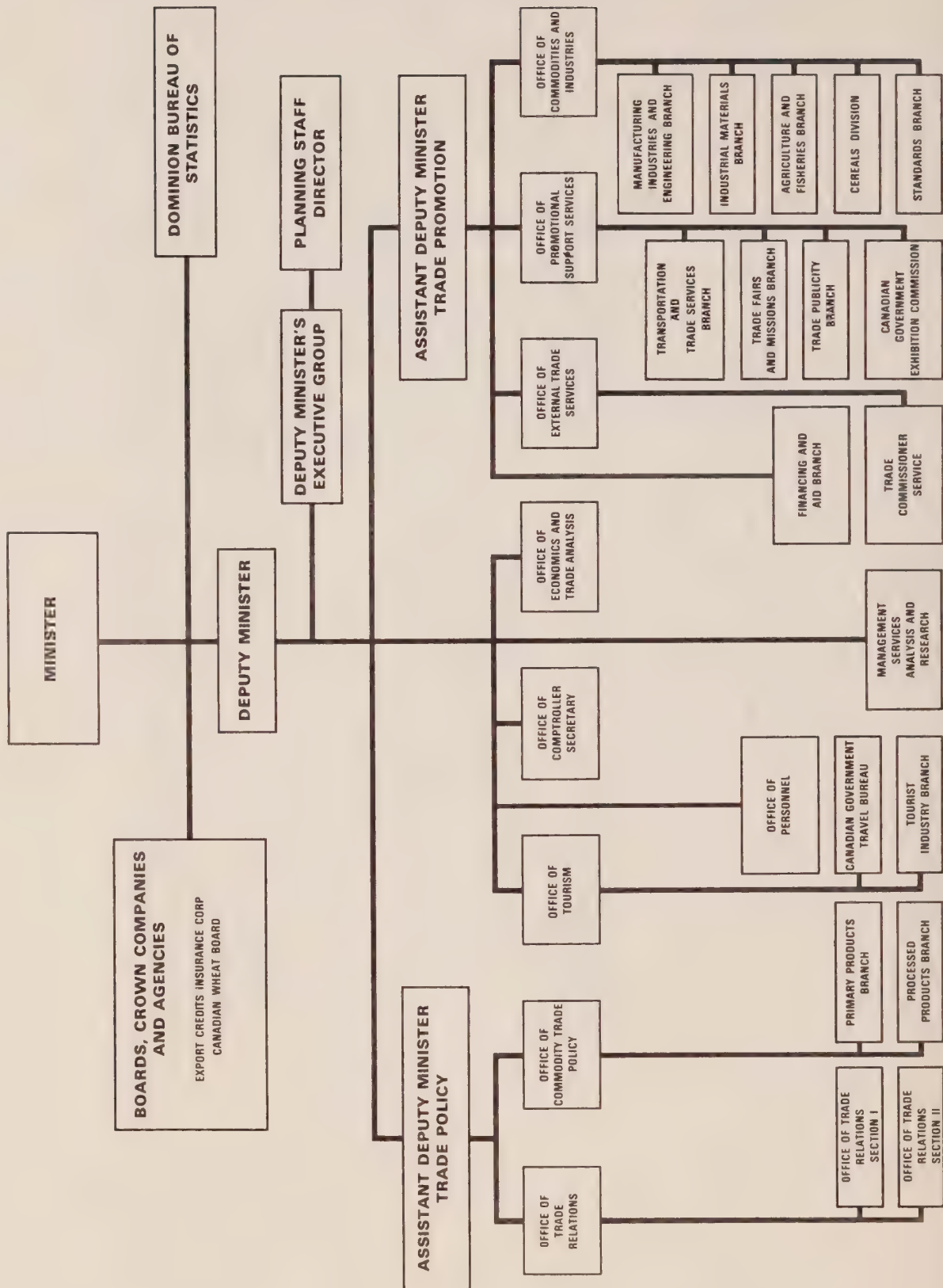
In 1967, the Department stepped up its efforts to focus government trade and related services more closely on the problems and needs of exporters. An Export Advisory Council of senior businessmen was formed to provide guidance and advice to the Minister and Departmental officials. A nationwide system was set up to provide toll-free telephone

service to the Department for businessmen anywhere in Canada. In the Spring, some 60 senior Trade Commissioners toured Canada as a group, holding nearly 15,000 individual interviews with more than 2,000 exporters and potential exporters in project Operation Export 1967.

In the Fall, the Department sponsored a series of regional seminars, discussing with thousands of Canadian businessmen the new sales opportunities opening up as a result of the Kennedy Round. These and other developments are summarized in this report.

ORGANIZATION CHART 1967





FUNCTION AND ORGANIZATION

The Department of Trade and Commerce is responsible for the promotion of Canada's export trade for the development of trade policy, for promoting tourism to Canada, and, in domestic commerce, for the maintenance of certain prescribed statutory standards, particularly weights and measures.

Export Development Promotion

In 1967 the Department had three main services: Trade Policy, Commodities and Industries and External Trade Promotion. Each was headed by an Assistant Deputy Minister.

The Trade Policy Service worked to obtain for Canada the best possible terms of access to markets abroad and to ensure that the national importance of export was fully taken into account in the formulation of government commercial and economic policies.

The Commodities and Industries Service worked closely with Canadian producers, manufacturers and other businessmen in 1967 in the interest of export growth. The officers concentrated on relating export potential to foreign demand and helped find customers abroad.

The External Trade Promotion Service was responsible for stepped up trade promotional activities outside Canada.

In 1967 it was announced that the Department would be reorganized effective January 1, 1968. Under the new arrangement, the Department would have two primary services, Trade Policy and Trade Promotion each the responsibility of an

Assistant Deputy Minister. In addition a new Office of Tourism would be responsible not only for the promotion of travel to Canada, a function of its Travel Bureau, but also for helping to encourage and co-ordinate the development of the tourist industry in Canada.

Trade Policy Service

The Trade Policy Service encompasses the Office of Trade Relations and the Office of Commodity Trade Policy.

The Office of Trade Relations is responsible for Canada's trade and tariff relations, working to safeguard established trading relationships and developing policy recommendations for further expansion and diversification of Canada's international trade relations.

The Office has five Area Divisions: Asia and the Middle East; the Commonwealth; Europe; Latin America; and the United States. Each is staffed by officers knowledgeable about trading conditions in its area.

Three other Divisions are organized on a subject basis: Financing and Aid, which is responsible for departmental interest in export financing and Canadian aid programs; General Relations, which is concerned with trade and commercial policy questions generally; and International Organizations, covering Canada's participation in the General Agreement on Tariffs and Trade, Organization for Economic Co-operation and Development, the United Nations Conference on Trade and Development, and the economic work of the North Atlantic Treaty Organization.

In addition to the trade policy role, the Office of Trade Relations has major service responsibilities in providing expert information, advice and assistance to Canadian exporters on their access to foreign markets. It deals with problems arising out of foreign tariffs, import and exchange controls, documentation requirements and other foreign governmental regulations affecting Canada's export trade.

Finally, the Area Divisions have a general trade promotion responsibility as the central point of contact between Canadian Trade Commissioners abroad and the Department in Ottawa.

The Office of Commodity Trade Policy, has a major responsibility in relating the developments and needs in various sectors of the Canadian economy to the formulation of trade policy recommendations. An important consideration is the need to increase the proportion and amount of processed and manufactured products in Canada's total exports.

Another main function concerns the negotiation of international commodity arrangements and related activities covering a range of primary commodities that are significant in Canadian export and import trade. This involves work on specific commodity policy problems in a number of international organizations in consultation with commodity experts within

the Department and with other government departments and agencies. The Office is divided in two Branches: Primary Products and Processed Products.

Commodities and Industries Service

The Commodities and Industries Service comprises four Branches. Three of these --- Agriculture and Fisheries; Industrial Materials; and Manufacturing Industries and Engineering --- are subdivided into divisions according to commodity or industry groupings. In the promotion of export trade they provide a point of contact between the Department and the whole range of Canadian industry, including fisheries, livestock and animal products, plant products, chemicals, forest products, metals and minerals, appliances and commercial machinery, electrical and electronic equipment, mechanical equipment and engineering, and textiles and consumer goods.

The Commodity Officers staffing these Branches maintain close liaison with Canadian firms to help develop comprehensive information on export capabilities, performances and potentials, knowledge of company policies; they advise on materials, products and services available for export. This information forms the basis for the Department's trade promotion activities. In addition, Commodity Officers continuously advise the various industries on trends and potential in markets abroad, on exporting practices and on methods of approach to foreign market development.

External Trade Promotion Service

The External Trade Promotion Service has four branches engaged in export promotion. Of this the Canadian Government Trade Commissioner Service is the overseas arm. As of December 31, 1967, 72 trade offices were being operated in 49 countries.

In its work abroad, the Trade Commissioner Service, in conjunction with other Departmental services, promotes Canada's export trade and protects Canadian commercial interests in other countries by:

- a) initiating promotional programs for the profitable marketing of goods and services abroad;
- b) providing assistance to foreign importers and Canadian exporters, on request, on those matters which will lead to an improvement in Canada's balance of international payments;
- c) providing services designed to advise and encourage Canadian exporters in the marketing overseas of goods and services and foreign businessmen in looking to Canada as a source of supply;
- d) providing international commercial intelligence to identify market opportunities for Canada and to contribute to the formulation of effective trade and domestic economic policy;

- e) providing services to other government departments through the facilities and capabilities of the Trade Commissioner Service.

In his efforts to help develop new markets for Canadian products and services, the Trade Commissioner acts as an export market consultant who encourages, advises, and assists Canadian exporters in the how, the why, and the when of marketing in his post's territory. Trade Commissioners prepare market and economic reports, maintain vigilance over terms of access to foreign markets, help represent Canada at international trade and economic conferences, develop close contacts with local businessmen and government officials, report on trade opportunities and process inquiries from Canadian businessmen. They also supervise on-the-spot organization of trade fairs in which the Department participates and assist with trade missions or other trade promotion initiatives. The trade commissioner holds watching briefs for other federal departments and, where he is the only Canadian Government representative, may undertake consular duties.

The Trade Commissioner Service opened new trade posts in Nairobi, Kenya, in January and Dallas, Texas, in October to serve more intensively Canada's trade prospects in those markets. An officer was posted in May to the Permanent Mission

of Canada to the United Nations to develop export opportunities arising from the economic development activities of that organization. In October, the trade post at Karachi, Pakistan, was closed with its functions being assumed by the post at Rawalpindi, Pakistan.

In 1967 the Trade Commissioner Service worked closely with the management of Expo 67 Business Development Bureau. Trade Commissioners, on duty at the Business Development Bureau, assisted over 2,700 visiting businessmen with their trade and industrial development inquiries.

More than 60 senior Trade Commissioners participated in "Operation Export 1967", a program designed to assist present and potential exporters explore export opportunities. Travelling as a group, the Trade Commissioners visited eight major business centers in Canada and held over 15,000 personal interviews with Canadian businessmen.

Publicity

The Trade Publicity Branch develops and executes Departmental publicity activities in communications media at home and abroad to stimulate foreign buyers' interest in Canadian products and encourage Canadian businessmen to new or greater efforts in export trade. The Branch produces and distributes booklets, periodicals, pamphlets and audio-visual aids designed to support the Department's trade promotion activities and to disseminate information about Canada's trade and the work of the Department. The Branch's most ambitious project in Centennial Year was the domestic advertising campaign promoting E.S.P.* (Export Sales Potential + Export Selling Power = Export Sales Partnership). A key element of this program was the inauguration of the new Zenith telephone network linking businessmen with Departmental offices across the country on a toll-free basis.

Trade Fairs

During 1967 the Department sponsored Canadian participation in 44 trade fairs in 12 countries.

Some of the highlights were the Pacific International Trade Fair, Lima, Peru, where 45 Canadian firms realized estimated sales of \$4,435,000; American Society of Tool and Manufacturing Engineers, Chicago, where seven Canadian firms had estimated sales of \$1,170,000; International Hardware Trades Fair, London, with estimated sales of \$500,000 for nine firms, and International Trade Fair, Brno, with estimated sales of \$199,750 for seven firms.

The 1967 trade fair program was the result of careful consideration of many proposals. A committee of senior officers from all branches considered recommendations from trade commissioners abroad and commodity officers in Ottawa. These recommendations resulted from consultation with businessmen, provincial government trade departments and trade associations.

The Department's service to the Canadian exporter through the trade fair program is extensive. The service includes design and erection of the exhibit, publicity, and costs of shipping products to the fair. The exhibitor pays only a small percentage of the total cost and is generally expected to staff his display with qualified personnel.

Trade Missions

Further increases were made in the Department's Trade Missions program in 1967. Since it began in 1960, 91 missions have been sent abroad and 74 have been brought to Canada. These missions stimulate new export opportunities both immediately and over the longer term.

In the 1967 program 10 outgoing missions visited some 20 countries while 32 incoming missions were sponsored from Australia, New Zealand, Europe, Southeast Asia, Latin America, The United States, Japan and Africa. Close to 400 businessmen and departmental officers served on these missions - 63 on outgoing missions and 335 on incoming.

The program concentrates almost entirely on missions representing a single industry or industry grouping. The emphasis changed in 1967 from outgoing to incoming missions. This was due partly to the changing pattern of the Trade Missions Program, but primarily because of EXPO 67.

Each year's program is planned by a Trade Missions Committee of the Department. Prior consultation with trade commissioners, provincial governments and trade associations ensures that missions are selected which will best take advantage of export opportunities for Canadian industries.

Trade missions are particularly useful in markets where trade fairs are few and for products and services that do not lend themselves to fair exhibits. Outgoing missions

offer businessmen the opportunity to make primary market surveys in depth and to assess personally the export potential for their products. Incoming missions bring interested foreign buyers into direct contact with the availability of products from Canadian sources.

Tourism Promotion

The Department's second main function is tourism promotion. This task is the responsibility of the Canadian Government Travel Bureau, the fifth Branch of the External Trade Promotion Service.

The Bureau's prime purposes are to promote travel to Canada by non-residents and to help co-ordinate the total Canadian tourism promotion effort outside Canada by working with provincial travel bureaus, transportation companies and national, regional and local tourist associations.

Until 1962 the Bureau's efforts were virtually confined to the United States. Then it was authorized, progressively, to extend its operations to Britain, Europe, Latin America and Pacific Rim countries. The heart of the Bureau's operations is at its headquarters in Ottawa where it processes most travel inquiries, prepares and distributes publications, administers its extensive advertising and publicity programs, promotes tours and convention business, initiates research activities and carries out direct mail promotions. Outside Canada the Bureau operates 24 travel promotion and counselling offices. Of these, offices at Hartford, Conn. and Pittsburg, Pa. in the United States, and at Copenhagen in Denmark were established in 1967.

In October, the Minister of Trade and Commerce announced that a departmental Office of Tourism would come into

being in January 1968. To comprise the Canadian Government Travel Bureau and a new unit, the Travel Industry Branch, it will be a distinctive wing of the Department, headed by a General Director who will report directly to the Deputy Minister. The Canadian Government Travel Bureau will continue to discharge its promotional tasks; the Travel Industry Branch will be concerned with the study and analysis of the Canadian travel industry, including the activities of the Federal Government which supports tourism.

The Office will reflect the importance of tourism and the travel industry to the Canadian economy generally and the balance of payments in particular. It will provide a focal point at the federal plane of government for co-operation and co-ordination on tourism matters with provincial authorities concerned and with the major elements of the private sector involved in tourism and the travel industry.

Standards Work

The Department is also responsible for the standards used in commercial transactions, both domestic and export. The Standards Branch administers the requirements of the Weights and Measures Act, the Electricity Inspection Act, the Gas Inspection Act, the Precious Metals Marking Act and the National Trade Mark and True Labelling Act. These are designed to assure accurate weights, measures and, in certain restricted fields, quality. The Branch is organized into five main Divisions: Administrative Headquarters, Laboratory, Electricity and Gas, Weights and Measures and Commodities and Precious Metals Marking.

The Laboratory Division provides technical and calibration services for inspectors in the field. It also carries out approval-of-type tests for measuring instruments. These establish the accuracy and durability of all equipment used for measuring the commodities and energy sold in Canada on which billings are based.

The Electricity and Gas Division ensures that all types of measuring devices used in selling and buying electricity and gas have been approved. It also makes periodic inspections of devices in service to ensure that standards of accuracy are maintained. Its 222 inspectors and clerks operate out of 20 offices across Canada.

The Weights and Measures Division performs the same general functions in respect of weights and volumetric measuring devices. Inspections for accuracy are usually carried out annually. The Division maintains 21 district offices and four sub-offices with a field staff of 232 inspectors, technicians and clerks.

Six inspectors working out of Toronto, Montreal and Vancouver make up the field staff of the Commodities and Precious Metals Marking Division. Most of their work consists of examining advertising material, checking merchandise markings, and verifying the quality of certain articles offered for sale including precious metals and materials such as furs, hosiery, textiles, turpentine, chamois, and the jewel content of clocks and watches. The Governor in Council may, under the National Trade Mark and True Labelling Act, authorize regulations covering a large number of other articles, but generally this is done only at the request of the trade concerned.

Standards of Measurement

As in previous years, activities in the field of industrial and technical measurement have continued to increase at a rate greater than the rate of population. This growth is apparent in terms of numbers and of increasing complexity and sophistication. Naturally, such increases on the part of industry and commerce have resulted in accelerated activity by the

Standards Branch with its responsibility for the maintenance of accuracy in measurements for trade purposes.

Two years ago the Branch initiated the technique of statistical sampling for the purpose of establishing inspection periods for electricity and gas meters. The program was extended in the current year. The results to date indicate that it should result in considerable savings to those utilities with high maintenance standards with no loss in protection to domestic customers. Again, the Branch is taking advantage of improved methods of inspection by employing automated equipment where the volume of inspection so warrants. Any reduction in man-hours spent on routine inspection should permit the re-allocation of man-power to other related activities in the field of electricity and gas measurement.

The past year has seen an acceleration in Standards Branch activities with respect to the inspection of complex electric metering installations. This work requires experience and skills above that required for routine meter inspection.

Developments in such primary industries as mining and lumbering, have added to the demands for service from the Weights and Measures Division of the Standards Branch. The increase in the size and complexity of the weighing and measuring devices used in trade has demanded a commensurate increase in the size and complexity of the devices required to test them. The Branch is attempting to meet these challenges by increasing not only the numbers of its heavy-duty weight trucks and volumetric provers, but also their capacities in order to ensure that the increased loads and flow-rates now common in commerce continue to meet accuracy requirements.

The increase in the work of the field inspection services has thrown an increasing load upon the facilities of the Standards Laboratory. The Laboratory is constantly studying advances in measurement technology and adapting or developing new techniques. The quality of equipment and the level of professional competence are being raised.

Other Services

During 1967, the Economics Branch had special responsibilities related to the issuance of guiding principles of good corporate behaviour in Canada including the analysis of the response to these guiding principles from foreign-owned subsidiaries in Canada and the study of the performance of these subsidiaries in the Canadian economy.

The Economics Branch provides an economic intelligence service. It conducts studies on various aspects of the Canadian economy and markets abroad for use by the Department and government. This service falls into three main categories:

- (1) The continuous examination of the developing economic situation within Canada itself with special attention to developments relating to foreign trade and capital investment. Reports are prepared as required for information purposes or for specific programs.
- (2) The periodic examination of developments in major segments of industry and the preparation of market information pertaining to individual industries or commodities as required for analytical purposes or for specific programs of the Department. It also examines the changing structure of world trade and of Canada's position in world trade.

(3) Provision of analytical insight and judgement on the economic aspects of any problem, issue or subject requiring the attention of the Department.

SUMMARY REPORT ON CANADA'S TRADE IN 1967

Canadian exports continued to expand more rapidly than world trade generally in 1967. The value of Canada's merchandise exports exceeded the \$11.4 billion level--surpassing the target figure of \$11 $\frac{1}{4}$ billion set by the Minister of Trade and Commerce in the fall of 1966. This achievement came despite a widespread slow-down in world import demand. At the same time, a less buoyant domestic economy was reflected in an import rise of eight per cent -- a rate of increase only half as large as that of 1966. The trade surplus achieved in 1967 was over half a billion dollars compared with about a quarter of a billion dollars in 1966. The merchandise trade balance in 1967 was the second largest in the entire post-war period and capped an unbroken succession of trade surpluses in evidence since 1961.

By commodities, secondary manufactured products and energy materials each showed particularly strong export gains. Much the largest gain consisted of increased sales of motor vehicles and parts reflecting the stimulus of the Canada-United States Automotive Agreement.

In sharp contrast, the value of farm products showed a sharp **year-over-year** decline. This reflected, in the main, a pronounced reduction in shipments of wheat and flour from the all-time peak level attained in 1966.

Sharply increased sales to the United States were the dominant feature of Canada's trade in 1967. Canadian exports to the United States climbed to over \$7.3 billion -- an increase of close to \$1.1 billion. Shipments to the United States thus accounted for over 64 per cent of all Canadian exports compared with 60.4 per cent in 1966. Canada's share of the U.S. import market rose appreciably to a new high of 26.5 per cent in 1967 compared with a previous peak of 24 per cent in 1966.

Significantly, about 40 per cent of Canada's total exports to the United States in 1967 consisted of "end products". As recently as 1963 the ratio of this finished goods category to total exports was less than 16 per cent and a decade ago it was less than 10 per cent.

Major overseas markets in which especially large export gains were realized in 1966 included Japan, Italy, the Netherlands, Australia and South Africa.

By contrast, other major overseas markets showed little buoyancy. Canadian exports to Britain rose by four per cent in value terms. At the same time the value of Canadian shipments to the European Economic Community and the 20 Latin American countries taken as a group showed little change in 1967.

Canada's exports to state trading countries were appreciably lower in 1967 than in the preceding year reflecting the irregular pattern of wheat shipments. Also, there was a sharp

decline in Canadian exports to E.F.T.A. countries (excluding Britain), where economic activity was adversely affected by hesitant business conditions in both Britain and the Federal Republic of Germany -- the two principal trading countries in Western Europe.

INTERNATIONAL TRADE POLICY DEVELOPMENTS

During 1967 the Kennedy Round of tariff and trade negotiations was successfully concluded. More than 50 countries participated in the negotiations which resulted in agreement for substantial tariff reductions on a wide range of goods and the reduction or removal of certain non-tariff barriers to trade. The basis for the negotiations was the U.S. authority to reduce tariffs by 50 per cent. In the manufactured products sector the average level of tariffs in Canada's principal markets will be lowered to around 10 per cent. These tariff reductions will be made in stages beginning January 1, 1968 and will be in full force by January 1, 1972.

Two other important achievements of the Kennedy Round were the new International Code on Anti-Dumping, and the International Grains Agreement. For the first time there will be an internationally accepted practice governing the use of anti-dumping duties, based on an injury criteria. Negotiations on grains led to the conclusion in August of the International Grains Arrangement, effective July 1, 1968, which provides for a higher minimum price for wheat, and also, for the first time, a food aid program involving contributions from both exporting and importing industrialized countries.

In November a special meeting of GATT Trade Ministers was called to survey the principal problems requiring further international consultation following the conclusion of the Kennedy Round and to lay down policy guidelines for the future work of the contracting parties. A comprehensive work program was agreed. It included establishment of a new committee on trade in industrial products to explore the opportunities for progress toward further trade liberalization, and a committee on agriculture to examine problems in the agricultural sector. The contracting parties also agreed to continue work towards expanding trade of the developing countries.

The Council of Ministers of the Organization for Economic Cooperation and Development (OECD) met at the end of November. There was a general review of international trade and economic developments with special attention being given to the trade of the developing countries, including consideration of a system of temporary preferences by the industrialized countries for imports of manufactured products from developing nations. This question will be considered at the second UNCTAD Conference taking place in New Delhi in early 1968.

Commodity Developments

In addition to the negotiations of a new International Grains Agreement, several meetings were held during the year to seek a basis for negotiating a new International Sugar Agreement. A draft agreement has been prepared for consideration at a U.N. Conference scheduled to commence April 17, 1968. A Cocoa Conference was convened in November, 1967, under U.N. auspices to negotiate an international cocoa agreement. This conference is expected to reconvene sometime during 1968. In addition, the International Coffee Council continued its efforts to arrive at an amended Agreement effective at the expiration of the present Agreement September 30, 1968.

A number of other commodity problems were reviewed during the year at various international meetings. International study groups considered the situation for lead and zinc, cotton, oilseeds, fats and oils and rubber. The UNCTAD held a special exploratory meeting on rubber in December, 1967. The Tin Council held a number of meetings last year. Discussions were held on pulp and paper in the OECD Committee. FAO study groups considered possibilities for international agreements for bananas and hard fibres. These and other commodities are topics for discussion at the Second United Nations Conference on Trade and Development in New Delhi.

United States

Tariff concessions were obtained in the Kennedy Round affecting \$1.92 billion of Canadian exports in 1966 terms. Of this, duty free entry was negotiated on \$558 million of Canadian exports. Full 50 per cent reductions were obtained across almost the entire range of manufactured goods. The tariffs for most goods will be in the area of 10 per cent or less, providing major new export opportunities for Canadian manufacturers.

The 11th meeting of the Joint Canada-United States Ministerial Committee on Trade and Economic Affairs was held in Montreal June 20-22. Ministers reviewed international developments and prospects in light of the Kennedy Round, and considered specific matters of particular importance to Canadian and U.S. trade and economic relations.

During 1967, a number of protectionist bills were introduced in the United States Congress. They were designed to establish import quotas covering some 20 categories of goods representing \$8 billion of total United States imports and 20 per cent of United States imports from Canada in 1966. These bills, opposed by the administration, were not enacted during the year.

The United States revised its quota systems on June 30 for imports of cheddar and American type cheeses, resulting in establishment of a separate quota for aged cheddar cheese. This opens up new export opportunities for Canada. In December, officials from both countries met to establish new consultative machinery on agricultural marketing problems, having regard to seasonal differences in prices and supply/demand situations in the two countries.

Commonwealth and Preferential Countries

The British Kennedy Round concessions have reduced MFN tariffs on most goods enjoying preferential tariff treatment, thus reducing the preferential margins. The reductions vary from product to product but in many cases amount to 50 per cent. Despite these reductions, Canada will continue to enjoy free entry and a significant preferential tariff treatment over a wide range of exports, mainly manufactured goods and processed foods.

The inaugural meeting of the Canada-Britain Ministerial Committee on Trade and Economic Affairs was held in London in April, 1967. At this meeting international and bilateral developments in the trade and economic field were discussed, including the safeguarding of Canadian trade interests should Britain join the European Economic Community.

On May 11, 1967, Britain applied for membership in the E.E.C. The discussions between Canadian and British Ministers on Canadian trade interests held in April were followed by official discussions in June and further ministerial talks in November. On December 19, the E.E.C. Council of Ministers decided not to open negotiations with Britain at that stage.

In April 1967, Britain removed its restrictions on imports of pigmeat, except for uncanned whole hams. As the result of a relatively small domestic apple crop, Britain increased the import quota for fresh apples for the period July, 1967 - June, 1968.

In July, the British Steel Corporation announced its intention to institute a loyalty rebate for its British customers who do not use imported steel sheet and medium plate. The possible effect of this scheme on Canadian exports was the subject of discussions between the Canadian and British Governments. During the year the British Government also announced its intention to assist in the establishment in Britain of an aluminum smelting industry; this also formed the subject of consultations between the two countries.

On November 18, Britain devalued the pound sterling by 14.3 per cent. This was followed by currency devaluations by a number of other countries including Ireland, New Zealand, Malaysia, Ceylon, countries of the Commonwealth Caribbean and Hong Kong.

On December 21, letters were exchanged between the Irish and Canadian Governments amending the 1932 Canada-Ireland Trade Agreement. These amendments were required as a result of the conclusion of an Anglo-Irish Free Trade Agreement which came into effect in 1966, and are designed to safeguard Canadian access to the Irish Market.

The first meeting of the Canada-Commonwealth Caribbean Trade and Economic Committee was held in St. Lucia from January 31 to February 2, 1967. At this meeting a number of arrangements were made to follow up the decisions taken at the 1966 Commonwealth Caribbean-Canada Conference, including those affecting rum, sugar and transportation.

During 1967 quantitative restrictions in the West Indies continued to affect Canadian exports, including softwood plywood, tires and tubes, clothing, canned foodstuffs and motor vehicles. Government to government consultations were held regarding these restrictions. The maintenance of domestic price controls on salt cod, coupled with the devaluation of the Jamaican pound late in the year, resulted in an interruption of Canadian fish exports.

Europe

Kennedy Round tariff concessions were made by the European Economic Community on tariffs affecting some \$160 million of Canadian exports. These will be subject to reductions averaging about 30 per cent of present levels; reductions of 50 per cent apply to \$37 million of this total.

With respect to member countries of the European Free Trade Association, the Kennedy Round resulted in reductions over a wide range of products. As these countries already have low tariffs, the new reductions will carry the tariff incidence below 10 per cent. The tariff reductions, in the case of both EEC and EFTA countries, will have the effect of lessening the difference between the free entry to be accorded to each other by members of the regional groups and the tariffs applied to those from outside sources, including Canada.

In the EEC, tariffs among the member states (France, West Germany, Italy, Belgium, The Netherlands and Luxembourg) were reduced by a further five per cent July 1, 1967. The full elimination of internal tariffs is due to take place on July 1, 1968. At the same time, the common external tariff is to be applied. A single market was established for grains, oilseeds, pigmeat, eggs and poultry, olive oil, and most fruits and vegetables. For the principal products, imports from outside

the EEC are now subject to variable levies. A uniform added value tax system for the Community to be fully implemented on January 1, 1970, is being introduced.

In the EFTA, Finland implemented the final step in the elimination of duties on industrial goods from member countries on December 31, 1967. Portugal continued to reduce its tariffs on goods to levels which are now 60 per cent of the basic rates from member countries. Total elimination of Portuguese duties is set for 1980. With the exception of Portugal, the member countries of EFTA have already achieved free trade in industrial products.

Negotiations for renewal of the 1964 Canada-Hungary Trade Agreement are in progress, and in the interim, both countries continue to exchange MFN treatment.

Exploratory trade talks were held with Romanian officials in Ottawa in April, 1967, to work out the basis for the conclusion of a trade agreement.

Latin America

Brazil, Chile, the Dominican Republic, Nicaragua, Peru and Uruguay took part in the Kennedy Round negotiations.

More than 700 new general concessions were negotiated among member countries of the Latin American Free Trade Association. In addition, Venezuela, which acceded to LAFTA in 1966, completed negotiations of its initial list of tariff concessions with Brazil and Argentina.

Brazil and Argentina devalued their currency as part of their stabilization programs. As a further step Argentina removed its exchange controls and reduced tariffs on a substantial range of items. Uruguay and Peru also devalued, and at the same time Uruguay imposed stringent controls on imports.

Asia and Middle East

In the Kennedy Round, Japanese tariff concessions covered 93 per cent of that country's tariff rates, of which 74 per cent were reduced by half. Japan will also bound free entry for a large number of items. Concessions were made by Israel on 18 per cent of its tariff schedule, of which close to half were bound at free.

Korea made a number of concessions as a result of her accession to GATT, which took place on April 14, 1967.

Israel continued a program begun several years ago of liberalizing an extensive number of import items. Late in 1967, the Israeli Government undertook to liberalize imports of whitewood lumber.

A trade agreement which would provide for an exchange of most-favoured-nation treatment is currently under discussion with Thailand.

SPECIAL PROGRAMS AND ACTIVITIES

Export Advisory Council

The Export Advisory Council, formed in January, 1967, represents all sectors of Canadian industry as well as regional economic interests. Its 32 members are presidents of Canadian corporations or chairmen of boards who were asked to serve in an advisory capacity to the Minister of Trade and Commerce in the study of programs aimed at expansion of Canada's exports.

The members of the Council meet at the call of the chairman. In 1967 four meetings were held. Members of the Council had the opportunity to study departmental objectives and make suggestions on the methods by which industry could be assisted in reaching export objectives.

Working committees of members reviewed trade promotion programs and activities, the role of consulting engineers in trade expansion and the techniques of combining services in foreign markets.

The Council also met in a special session to review the results of the Kennedy Round and members participated in a series of seminars held across Canada to impart to Canadian industry knowledge of new export opportunities and of new world trading conditions.

Members of the Council are in a position to give leadership within their own industrial sector and to give advice to the Minister of Trade and Commerce on trade promotion programs most suitable for industry requirements.

Kennedy Round Seminars

Five regional seminars were held across Canada during September and October to outline in detail for Canadian businessmen the Kennedy Round results and implications.

Sponsored jointly by the Department of Trade and Commerce, other Federal Departments and the Provincial Government Departments of Trade and supported by the principal Canadian trade associations, seminars were held in Halifax, Montreal, Toronto, Winnipeg and Vancouver. The one-day seminars attracted some 3,000 Canadian businessmen.

The seminar series explored with the business community the areas in which the Kennedy Round negotiations presented Canadian industry with the greatest prospects. Proposed Government initiatives and programs to assist industry to make the most of the Kennedy Round were also outlined. Businessmen took part in question periods and met individually with officials to discuss specific interests.

Officials of the Departments of Trade and Commerce, Finance, Industry, Provincial Trade Departments and members of the Export Advisory Council participated in the panel discussions.

Operation Export 1967

Operation Export 1967 played an important and successful role in the major trade promotion offensive launched by the Department in Canada's Centennial Year.

Following discussions between senior federal and provincial officials, plans were developed for the return to Canada of senior Canadian Trade Commissioners from each of the Department's 65 trade posts abroad. Arrangements for the cross-country Operation Export tour placed special emphasis on bringing federal and provincial export promotional services to the attention of companies which were without export experience and which would benefit most from this program. To ensure the broadest dispersion of detailed export market knowledge, eight major commercial centres across Canada were included in the seven-week itinerary of intensive interview sessions. Hotel rooms from Vancouver, B.C., to St. John's, Newfoundland, became Trade Commissioners' offices for a record-breaking series of private business interviews.

Nearly 15,000 individual interviews were arranged for 2,149 companies, enabling Canadian businessmen to discuss worldwide market prospects for their products without leaving the centres of Canada's major cities.

The results achieved by this joint effort have proven most rewarding: by the end of the year, Operation Export 1967 had resulted in more than \$22 million of new export business for Canada. New trade leads are still being developed and further new export business is assured.

Export and Import Trade Controls

A number of significant developments took place in 1967 in the administration of trade controls under the Export and Import Permits Act.

Effective February 20, 1967, the Export Control List was revised to fulfill Canada's international commitments with other countries which adhere jointly to the practice of co-ordinating their basic controls concerning the export of strategic goods to the Sino-Soviet bloc. Nearly 40 per cent of controlled items in the List were amended although many of the amendments were of a minor nature to clarify control coverage. In the aggregate, the scope of the control was reduced.

World-wide shortages of silver and nickel forced Canada to impose export control on these goods to ensure adequate supplies for Canadian needs. Effective June 2, 1967, individual export permits were required for shipment of silver coin; silver, wrought or unwrought; silver alloys, wrought or unwrought; silver chemicals; salts and compounds; silver and silver alloy scrap, to all destinations. Certain general export permits were amended where applicable so as to encompass these restrictions.

Effective June 13, 1967, individual export permits were required for shipment of nickel scrap, nickel alloy scrap,

and other nickel-bearing materials, including residues and dross; secondary ingots of nickel or of nickel alloys to any destination other than the United States.

To ensure adequate supply and distribution of the breed in Canada, purebred Charolais cattle were placed under export control on September 21, 1967. An individual export permit is now required for shipment to all destinations.

Restrictions imposed on trade with Rhodesia in relation to the United Nations Resolution of November 20, 1965, prohibiting all exports to Rhodesia and imports from Rhodesia were maintained. Consistent with the requirements of United Nations Resolution of December 16, 1966, regulations cited as the United Nations Rhodesia Regulations were enacted, effective February 21, 1967. These regulations prohibit the manufacturing, transporting, purchasing, supplying, selling, storing or dealing in certain listed goods for export to Rhodesia or import of certain listed Rhodesian goods. The administration of these regulations is the responsibility of the Department of Trade and Commerce. In addition, by Order In Council, Rhodesia was placed on the area control list so that all Canadian trade with Rhodesia is under the control and administration of the Exports and Imports Permits Act.

Restrictions in effect since November 1, 1966, limiting the amount of coffee which could be imported into Canada from countries that are not members of the International Coffee Agreement were extended to September 20, 1968.

Regional Offices

Consistent with the Department's interest in bringing its services within close reach of exporters in all of Canada, seven regional trade offices are operated. Businessmen in British Columbia are served by our Vancouver office, in Alberta by the Edmonton office, Saskatchewan and Manitoba by the Winnipeg office, Ontario by the Toronto office, Quebec by the Montreal office, the Maritimes by Halifax and Newfoundland by our St. John's office.

Regional offices are connected by telex to trade offices abroad, and to headquarters in Ottawa. Increasing numbers of Canadian companies are using these offices as a source of professional help on export problems. The offices have also been an indispensable link in planning and execution of trade promotion projects and liaison with provincial government trade departments, trade associations and others interested in international trade.

Trade Directories

The quality and amount of information available on Canadian exporters is of great significance to the Trade Commissioner posts overseas in their day-to-day promotion of exports.

The Department maintains extensive directories on Canadian exporters which are used by departmental staff at home and abroad. To cope with the many requests for increased quality and volume of information as well as to speed up the availability of this information, the Department's Directory was computerized during 1967.

Transportation

The physical movement of goods to foreign markets is an integral part of the export process. Distribution costs in many instances are as important as production costs. Consequently, the activities of the Department are identified with the user of transportation. Comprehensive and current records are maintained of ocean freight rates and shipping conferences' rules and regulations. Exporters are provided with information on freight costs, conditions of carriage, alternative carrier services and routings, and with guidance on related transport problems.

The Department continued to work closely with the Canadian Shippers' Council, formed in late 1966, on matters of mutual concern. Assistance has been extended to the Council in a survey of container developments in Canada, and the Department is conducting an analysis of containerable cargo in Canadian overseas trade. Interest in Canada in the unitized

cargo concept intensified during the year and the Department is participating with other government departments and industry in comprehensive studies of intermodal utilization of containers for the transporting of goods within Canada and to foreign markets.

An interdepartmental committee completed its study of the relationship between shippers and shipping conferences in the context of the Report of the Restrictive Trade Practices Commission on Shipping Conference Arrangements and Practices. The committee's recommendations will be considered in the formulation of government policy with respect to the ocean shipment of Canadian trade.

Studies were conducted concerning the ocean movement of various products to foreign markets in cargo liner trades and in shipload quantities. The studies involving movements in cargo liner trades dealt mainly with the effect of freight rate increases and changes in services on the marketing position of Canadian exporters. As a contribution to the work of the Canadian Port Committee concerned in encouraging the routing of exports and imports through Canadian ports, a study on the routing of coffee imports to Canada was up-dated. In the case of the charter market studies, quarterly analyses were made of ocean charter rates on commodities and trade routes

of interest to Canadian exporters.

The shipment of steel exports through Canadian Atlantic and United States ports was analysed and rate negotiations were successfully co-ordinated between the steel producers and the railways. As a result, a special rail rate structure for steel was established for the 1967/68 winter season.

The Department participated in an interdepartmental study of access arrangements through the Alaska Panhandle for goods moving to and from northern British Columbia and the Yukon Territory. This research is a part of interdepartmental studies dealing with resource development in Northwest Canada and with Pacific Coast transportation.

An official of the Department headed the Canadian delegation to the Second Session of the Committee on Shipping of the United Nations Trade and Development Board, held in Geneva in February and March. The Committee on Shipping is charged with the responsibility of examining the implications of ocean shipping activities for the growth of the economies of the developing countries. The principal issues under consideration at the Second Session included the establishment of national and regional consultation machinery between shippers and shipowners,

the level and structure of freight rates, shipping conference practices, development of ports, expansion of shipping industries in developing countries and international legislation in ocean shipping.

Financing and Aid

Again in 1967 government financing programs facilitated the export of a significant volume of Canadian goods and services, notably through the operations of the Export Credits Insurance Corporation and the Canadian Wheat Board. Canadian exports also benefitted substantially from the movement of goods and services under Canada's External Aid Program.

During 1967 the Department commenced a detailed review of the availability, cost, terms and conditions of financing from official and private sources in support of export, having in mind the importance of exports to the Canadian economy and the facilities available to competitors abroad. World-wide practices concerning export incentives were also examined.

Officials were authorized late in 1967 to take the initiative in bringing foreign investment opportunities to the attention of Canadian firms where this appeared to be in furtherance of exports and for the national interest. In addition, the Department at year-end, in collaboration with other government departments and agencies, was exploring a number of possible techniques to facilitate Canadian private investment in developing countries.

Efforts continued in 1967 to control expensive and ultimately self-defeating competition in the terms of export credit among the major industrial countries and to reconcile this objective with the need to provide economic assistance to developing countries on the easiest possible terms.

Tourism

With the special stimulus of Canada's Centennial and Expo 67, tourism in Canada achieved record levels in 1967. The number of visitors to this country and the amount of money they spent here were both greater than ever before.

For the year, border crossings from the United States totalled a record 40 million, 12 per cent more than in 1966. In the first ten months of 1967, direct and indirect entries from overseas countries reached 513,000, 37 per cent higher than for this period in the previous year.

In 1967 Canada's estimated travel income from visitors was \$1.304 million, nearly 50 per cent higher than the 1966 total. For the first time, tourism surpassed newsprint and wheat as a source of foreign exchange earnings.

An important economic result was the impressive reversal in Canada's balance of international payments on travel account. The course of tourism in the year was to produce a surplus of \$427 million, a welcome change from the 1966 deficit of \$60 million on travel account.

In 1967 the national target of \$1 billion in travel income in Centennial Year, set four years earlier, was not only achieved but surpassed by a surprising margin. The economic importance of tourism and the domestic travel industry to the nation was convincingly demonstrated.

Centennial Year and Expo 67 were the main drawing cards of the year's success. Expo 67 itself is estimated to have contributed about \$200 million of the surplus on travel account.

However, the year's achievement in tourism also must recognize the continued increase of travel promotion effort by all agencies concerned, whether federal, provincial or private, and to the deliberate concert of these activities to achieve maximum return. In this sustained build-up, the Canadian Government Travel Bureau played a leading role as the major government agency responsible for promoting travel to Canada.

During 1967, the Bureau had its most active and most successful year. It serviced more than 3.3 million travel enquiries - some 450,000 of these relating to Expo 67 and the Centennial Commission program - compared with slightly over 1.8 million enquiries in 1966. It distributed in excess of 43 million pieces of travel literature. By year-end it had despatched more than three million direct mail letters to the heads of selected households in the United States, an increase of about 33 per cent over like mailings in 1966. The highly successful "co-operative promotions" initiated in 1966 in conjunction with Expo 67 and the Centennial Commission, were continued and broadened with assistance from provincial travel bureaus and Canadian carriers. Foreign media contacts were extended and provided selectively with information on Canada's travel attractions with effect better than ever before. A

total of \$4.35 million was spent advertising Canada as a travel destination and in promoting the Centennial.

During the year, three new offices were established-- Copenhagen, Denmark; Pittsburgh, Pa. and Hartford, Conn. in the United States. By year-end, the Bureau was operating 24 offices-- one each in Britain, Denmark, France, Germany, the Netherlands, Mexico, Australia, Japan and 16 offices in the United States.

A Conventions Promotion Officer was appointed to develop and co-ordinate promotion programs with provincial and municipal convention bureaus. Four incoming Travel Trade Missions were organized: leading tour operators from Australia and New Zealand comprised one group; a second was drawn from operators in Germany, France, Scandinavia, the Netherlands and Belgium; the third and fourth were groups of managers from American Automobile Association Clubs. The four missions travelled widely across the country to gain first hand knowledge of our tourist facilities.

The "Visit Canada" program brought 130 travel writers and editors and travel agents from the United States and overseas countries to see Canada for themselves. The Bureau extended its direct mail promotion. Major efforts were initiated to effect even greater exchange of information and integration of promotion planning with the other segments of the Canadian travel industry, especially the provincial travel bureaus and the carriers.

Looking ahead the Bureau believes that travel income in 1968 can be kept on the \$1 billion plateau, even though some fallback from the levels of achievement in Centennial Year is inevitable. The task for 1968 is to maintain the momentum of 1967 to the extent possible,

though gross resources available for tourism promotion will of necessity be less than in Centennial Year.

The creation of the Office of Tourism in the Department as of January, 1968, is evidence of federal recognition of the importance of tourism and the Canadian travel industry in the Canadian economy and the intention to promote both because of their demonstrated national significance.

EXPORT PROMOTION BY INDUSTRY SECTORS

The Department works closely with all sectors of Canadian industry to **help** expand and strengthen their positions in markets abroad. A variety of techniques is employed. Assistance to some industries involves arranging participation in international trade fairs. For others, trade missions are organized and market studies undertaken. Promotional literature is prepared for various industries. Efforts may be concentrated in one market area or several. They may constitute single promotions or continuing programs.

The following pages provide a comprehensive summary of what was achieved for and with major industries in 1967 --a year of considerable expansion in the Department's export promotional activities.

TRADE AND INDUSTRY ASSOCIATIONS

Trade and industry associations are important channels of communication for the Department in its trade promotional activities. Following the recommendation of the Export Advisory Council, the Department launched a program of encouraging the formation of export committees within trade and industry associations as an extension of its process of direct liaison with the industries concerned. A letter to 120 associations suggested that they form export committees where such committees were not already established. Each association was urged through such committees to intensify its relationship with the Department. The Commodity Branches maintain a close working contact with all trade and industry associations and co-operation of the members of the Export Advisory Council has been enlisted to encourage senior management interest in the work of export committees of the trade and industry associations.

AGRICULTURE AND FISHERIES

Oilseeds

The Department continued to promote exports of vegetable oilseeds, with emphasis upon rapeseed, which is now our most important oilseed crop. Canada continues to lead the world in its export.

A tour of the Canadian rapeseed industry was arranged for two important Japanese crushers and refiners of oilseeds. Japan is the largest purchaser of Canadian rapeseed and the volume of its rapeseed imports continues to increase.

A Commodity Officer called upon the main importers of oilseeds in Germany, Belgium, Italy and the United Kingdom, in an effort to increase their purchases of Canadian oilseeds.

Promotional material and technical literature on oilseeds and their by-products, produced by the Department of Trade and Commerce, the Canada Department of Agriculture and the Department of Industry, were widely distributed through Canadian trade offices abroad.

Tobacco

Record exports of flue-cured tobacco were achieved and growers received high returns for their 1966 crop. Departmental officials took a direct part in negotiations between the tobacco manufacturing companies in Britain and Canadian growers, resulting in record acreage planted in 1967.

Assistance was given the Burley Tobacco Growers Association which was re-organized to exploit export opportunities, particularly in Europe.

The Department expanded its tobacco market information services to the Canadian growers and trade.

Packaged Foods

The Department promoted packaged foods with exhibits in trade fairs in London, Belfast, Cologne and Cleveland, and in-store promotions in London, Belfast and the United States. The Department sponsored a display in the Supermarket Institute Show in Cleveland, the largest food trade show in the U.S.

Increased use was made by food exporters of the showroom facilities in the Department's offices in the United States, and Canadian foods were promoted through activities such as wine and cheese-tasting gatherings.

The Department sponsored a honey trade mission to Britain and Ireland in March. Its recommendations were utilized in the planning of a joint industry/government project for retail trade promotion in the British market.

Potatoes

As Department of Agriculture research into new potato varieties with increased disease resistance continued, new export markets were sought. Important to this program is the testing of Canadian seed potatoes in foreign countries. The Department sponsored a seed potato mission from the Republic of South Africa to follow up three years of tests in that country. Prospects for expansion of commercial shipments are promising.

The canning of potatoes for export to Britain increased and sales of frozen french fries to that country continued to grow.

Forage Seeds

The Department sought new and expanded markets for Canadian forage seeds. A seeds trade mission visited Japan in March. A number of varieties are being evaluated there and prospects are bright for increased exports.

Tests of Canadian seeds sponsored by the Department continued in many countries, including Eastern Europe. Canadian seed growers became more involved in multiplication of European forage varieties for re-export and a similar program for re-production of British seeds got under way.

Furs

The Department exhibited a wide variety of wild and ranched furs at the International Fur Fair in Frankfurt, West German, in April. The project was done in co-operation with the provinces and the ranched fur associations. The exhibit was attended by buyers from all parts of the world. The success of this display resulted in a steadily increasing number of foreign buyers at Canadian fur auctions.

Cheddar Cheese

Following prolonged representations, improved access to the United States market for aged Canadian cheddar cheese was obtained. Effective July 1, 1967, a new annual import quota was established for 1,225,000 pounds of "natural cheddar cheese made from unpasteurized milk and aged not less than nine

months", and certified as such by an official of the producing country. While this is a global quota, it is expected that most will be available to Canadian exporters. This quota is in addition to the annual United States global import quota for cheddar cheese, of which Canadian exporters are entitled to supply approximately 612,000 pounds. The new aged quota has the advantage of not requiring import licences and, consequently, new Canadian exporters may participate.

Livestock

The Department worked in close co-operation with exporters, breeders and various breed associations to promote exports of purebred livestock.

Cattle, shown at agricultural fairs in France and Italy, attracted considerable attention and favourable comment. The cattle exhibited were sold at satisfactory prices and there have been subsequent sales to these countries. Livestock missions were brought to Canada from Italy, Japan and Argentina. The members saw top quality purebred cattle in various parts of Canada, and studied Canadian breeding and management methods. The prospects for increased exports to these countries appear excellent.

Other promotional activities related to livestock, carried out during the year, included the presentation of the Canada Trophy at agricultural fairs abroad; the preparation of material for a series of brochures on purebred Canadian dairy

cattle, which are to be distributed abroad in several languages; assistance in the production of a film on Canadian Herefords, and the provision of financial assistance in sending livestock judges to fairs in countries where there are markets or potential markets for purebred Canadian cattle.

Meat and Meat Products

Following the April removal of the United Kingdom restrictions on import of processed pork from the dollar area, two officials went to the U.K. to study market prospects for Canadian processed pork. They studied methods of merchandising, packaging and competition from domestic production and imports from other countries.

As a result of their findings, a meat merchandiser's mission was brought to Canada for two weeks in October. They visited packing plants, meat processing establishments and retail outlets to inspect and study Canadian meat processing operations and methods of merchandising. They were also shown a number of product displays. Worthwhile sales have resulted from this initiative.

Export markets in the United States were reviewed and officials worked on plans for more effective promotion of Canadian meat and meat products. The primary intent was to develop markets for consumer-ready products rather than bulk primal cuts.

Fisheries

The Canadian fisheries industry found itself in a critical situation at the outset of 1967. Prices for most frozen fisheries products declined in the important United States market; factors involved included changes in Roman Catholic practise with respect to abstinence and increased output in Europe. During the first half of the year stocks of frozen fish and shellfish in both Canada and the United States tended to lessen and c.i.f. prices to wholesalers in Boston, Massachusetts, for frozen cod blocks, eventually increased from a low of 19 to 20 cents per pound to 25-26 cents per pound during the late fall months.

An innovation in 1967 was the export of frozen pink salmon to European and other outlets. The restriction on exports of pink salmon in the frozen state, implemented in 1948, was relaxed in August, 1967, - and a fairly large volume entered export trade. While the total 1967 canned salmon pack was lower than 1966, the largest sockeye output since 1958 was processed. Some 559,000 cases were packed compared to 407,000 in 1966. A keen demand existed in all traditional markets for the Canadian product.

The trade welcomed the Kennedy Round elimination of duties on numerous fisheries products in the United States as well as reduction of tariffs on a significant number of fisheries items in both the United States and Europe. This was tempered by the devaluation of currencies in several traditional markets. In addition, lower quotations for frozen fish by Britain and Denmark in the Australian and United States markets respectively had a dampening effect on the improved market position. Iceland, a major competitor in frozen fish, also took steps to devalue its currency, giving the trade considerable concern as 1967 closed.

To help the industry dispose of surplus frozen fish stocks during the first part of the year, the Department sponsored a Fisheries Reconnaissance Mission to Austria, Czechoslovakia, Romania, Hungary, and Yugoslavia. A Frozen Fish Mission was brought from Czechoslovakia. It showed considerable interest in possible purchase of frozen Greenland halibut and cod and related species.

Fisheries Commodity Officers visited the industry from coast to coast, addressing trade associations and called on the individual exporters to learn of problems affecting export trade. Special surveys were made in the important market areas of the United States and Europe.

At the end of 1967, plans were being made in concert with industry to explore possible new outlets for the increased landings of Atlantic Coast herring and the new product fish protein concentrate or fish flour.

The Department, in co-operation with the Department of Fisheries and provincial government officials in the Prairie Provinces and Ontario, continued its efforts to find a solution to difficulties encountered in marketing surplus supplies of inland fish. This included an on-the-spot examination of the possible potential in the southwest United States as well as a survey by the Trade Commissioners in European countries. As one result of this work Canada is now the leading supplier of frozen pike in France. Officers of the Fisheries Division also assisted in the feasibility study of the possible formation of a Freshwater Fish Marketing Agency.

Grain Division

In 1967 the Grain Division continued to carry out departmental responsibility for export and domestic aspects of wheat, oats, barley, rye and their products, including flour, and liaison with the Canadian Wheat Board and the private trade. Export value of products for which the Division was responsible was \$893 million.

In the past year officers of the Division, while continuing their main task of grain market development, participated in discussions on the Kennedy Round of tariff negotiations at Geneva, at the International Grains Arrangement, in Rome, at the Grains Group of the Food and Agriculture Organization in Rome and at meetings of the International Wheat Council in London. The Division was involved in preparation of legislation for parliament amending

the Canadian Wheat Board Act and helped receive in Ottawa,
Board missions from Japan, Germany, the U.S.S.R., Bulgaria,
Hungary, Italy and Yugoslavia.

RESOURCE MATERIALS

Metals and Minerals

During the year, a preliminary survey was undertaken of the long term market potential for Canadian metals and minerals in six countries in Eastern Europe. Information for the survey was developed during discussions with officials of central trading organizations and metal consuming firms in Yugoslavia, Bulgaria, Czechoslovakia, Hungary, Poland and Romania. The final report, now in preparation, will be distributed to interested metal and mineral exporters throughout Canada early in 1968.

Detailed commodity and market area studies were carried out in 1967 for a number of major products within the metals and minerals sectors.

These surveys are summarized briefly as follows.

Aluminum Building Products

A preliminary survey of the German market for aluminum building products was undertaken. The survey, based on discussions with industry associations and building product suppliers in Germany, assessed the potential for Canadian exports of aluminum building products and examined current trends in German residential construction. The information obtained was distributed to Canadian exporters of aluminum building products.

Asbestos

During the year a survey was made of the Canadian share of the world market for asbestos. This survey, carried out annually, covered 26 major markets. The information was distributed to Canadian asbestos exporters for use in their continuing market development program.

In addition, a report was prepared on new developments in the U.S.S.R. asbestos industry, a major world market competitor. The report was based on a recent visit to producing facilities within the U.S.S.R., and discussions with officials of the asbestos industry in that country.

During the year, the Department sponsored a mission from Mexico, which comprised representatives of the Mexican asbestos consuming industries. This mission visited asbestos mines, mills, and asbestos product plants in Eastern Canada and also met with Canadian equipment manufacturers.

Iron and Steel

As in previous years, a detailed study was made of supply conditions and export interests within the Canadian steel industry. This study outlined the present and future plans and interests of Canadian producers, for the information and guidance of trade commissioners abroad in the promotion and sale of Canadian iron and steel products.

Metal Tube and Pipe

A composite directory was prepared of the metal tube

and pipe producing industry in Canada. This colour booklet provided detailed information on Canadian exporters of tube and pipe and on the products available for export. This was a cost sharing project, and participating companies assumed part of the costs of publication. The booklet was distributed overseas through the trade commissioners and was designed for use as a standard reference by purchasing agents and others engaged in tube and pipe procurement overseas. The booklets will also be available for distribution as general promotional material at trade fairs abroad.

Mineral Construction Materials

In conjunction with the visit to asbestos producing facilities in the U.S.S.R., a preliminary survey was made of the market potential for Canadian mineral based building products in Norway, Sweden and Denmark. The information obtained was subsequently used to assist Canadian exporters interested in developing exports of building products to these markets.

Pre-painted Sheet and Strip

During the year a survey was made of potential world markets for pre-painted sheet and strip, a new product being produced by Canadian steel mills. The survey developed detailed information on supply and demand factors within the major world markets. This information was later distributed to the Canadian steel industry.

Sheet Glass

In view of the continuing growth in new production capacity for sheet glass in Canada, a preliminary survey assessed the market potential for Canadian exports of sheet glass in 17 countries. The principal areas covered included Central and South America, the Caribbean and selected markets in the Far East. This survey will be distributed to sheet glass producers in Canada.

Wire and Cable

A preliminary survey was also completed of overseas markets for electrical wire and cable products. The study will assist Canadian manufacturers to identify potential markets overseas available to Canadian wire and cable products. Follow up surveys in more detail are planned.

The preparation of a colour booklet outlining Canadian supply capabilities in this field was also undertaken. This booklet, which provides information on Canadian exporters of wire and cable and their products, was distributed through the Trade Commissioner Service to wire and cable users throughout the world. The booklet was prepared in co-operation with Canadian wire and cable exporters on a cost sharing basis.

Chemicals

The chemical industry experienced a year of continued growth in export markets.

Officers of the Department worked closely with certain plastic raw material suppliers and obtained better access to the U.S. market. Market studies and discussions with buyers in Britain for plastic basic shapes and various chemical specialties were instrumental in obtaining new export business and additional business is pending. Discussions were held with various Eastern European trading companies regarding their trade interest in Canada and possible opportunities for Canadian exports. As a result of visits arranged with chemical firms in Canada, export business was concluded with Hungary and negotiations for additional business were opened.

Potash production and exports continued to increase, but over-capacity created problems for this and some other sectors of the fertilizer industry. Considerable assistance was provided to co-ordinate the greatly increased supplies of fertilizer under Canada's External Aid Program and officers participated in an OECD meeting to discuss international aid requirements for fertilizers.

The world sulphur industry continued to experience a period of severe shortage despite a large increase in Canadian production and exports. However, no serious shortage developed for Canadian consumers and meetings were held with suppliers during the year to discuss the outlook and ensure that Canadian demands will continue to be satisfied.

In order to determine the extent and type of export promotion most suitable, a study of the Canadian aerosol industry and world markets was completed along with a review of the Canadian printing ink industry. A continuing program was begun to determine the major international construction projects under way as an outlet for construction chemical specialties and to evaluate ways in which these markets could be penetrated. Officers of the Division co-operated with the Business Development Bureau of Expo 67 in order to put business visitors to Expo in touch with appropriate Canadian firms.

Forest Products

The forest products industries enjoyed a high level of export activity in 1967. The Department continued to work closely with the various industry sectors and trade associations to develop programs to maintain and further increase exports.

A technical advisory and promotion service was introduced in the Housing and Construction Section in 1967 to help industry penetrate world markets. It is aimed at increasing the acceptance and use of Canadian construction techniques and materials in export markets, primarily in the field of housing. This concept evolved as a result of successful efforts to promote the sale of lumber, plywood and allied building products, initially by encouraging acceptance of the Canadian timber frame technique at the specifier and housing authority levels and, subsequently by providing technical guidance to end users on the proper application of Canadian building materials.

During 1967, a large influx of housing authorities and builders visited Canada to examine Canadian building methods. Programs were arranged for these visitors. In addition, two incoming technical missions were sponsored in 1967. The first mission included leading housing authorities, builders and architects from Britain and Ireland. The second comprised housing authorities from France, reflecting the Department's increased efforts to promote Canadian building techniques and materials in Continental Europe.

The Department participated in trade fairs and special exhibits to demonstrate building techniques in Britain, the Netherlands, France and Germany in 1967. Construction progressed on the 173-unit medium density timber-frame housing project at Harlow in Essex, England. It was visited by many builders, housing authorities and other building interests.

Officers of the Department, working closely with industry and other government departments and agencies, developed technical and promotional information in 1967 market reports, trade publicity literature and film material.

Aggressive promotion of Canada's lumber and wood products in export markets continued in 1967. While the strongest efforts were maintained in Canada's traditional lumber markets, increasing attention was given the newly-developing markets in Europe. Joint promotion efforts between the Department and Canadian industry gained increased acceptance and usage for Canada's wood products.

In 1967, Forest Products, in conjunction with industry, sponsored nine major products exhibits in United States and one in Germany to encourage foreign buyers to purchase Canada's lumber and secondary wood products. Canada was represented at meetings of 12 major Canadian or North American lumber associations, to provide information on the export of wood products. A number of studies were conducted on the market

for specific Canadian wood products in the United States.

Increased effort was applied to the promotion of many secondary wood products such as furniture parts and prefinished plywood wall paneling as well as wood parts manufactured specifically for the burgeoning materials handling industry. Sales in all of these areas have shown good results.

Commodity officers from the Department represented Canada at a number of international symposia and conferences during 1967. Foremost of these conferences were those sponsored by the Economic Commission for Europe and the International Organization for Standardization dealing with international trade and standards for lumber products. Similarly, officers participated in symposia for Canadian businessmen providing the wood products industry with information on current developments and opportunities in export markets. Papers were presented on the utilization and markets for Canadian poplar and on trends in the adoption of the metric system by Canada's customer countries.

An enlarged program of trade development in the pulp and paper field led to the formation of a Pulp and Paper Mission to Latin America to seek out new markets and study investment possibilities for Canadian industries. Assistance was given companies in the paper converting field that were displaying products at overseas trade shows, including the important Pacific International Trade Fair in Lima, Peru.

An officer from the Department attended the semi-annual meetings of the OECD Special Committee for Pulp and Paper.

The Department, in co-operation with both the Newsprint Association of Canada and the Canadian Pulp and Paper Association, carried out the annual world surveys of production capacity, demand and trade in the pulp and newsprint industries.

MANUFACTURED PRODUCTS AND SERVICES

Design and Export Program

In the interest of export development and to support the work of the National Design Council the Department in 1967 developed the essentials of a program to promote the sale of design award winning Canadian products in certain foreign markets. The "Design and Export" program is to begin in Philadelphia, April 22, 1968 with a display of industrial and commercial lighting equipment judged as being of good design by the Design Branch of the Department of Industry.

Educational Television

There is a pressing need in less developed countries for mass educational facilities. Recognizing this need the Department embarked on a program to sell educational television services and products on a package deal basis. The first efforts were directed at Brazil which is initiating an ETV program and a mission from that country visited Canada last October. Two groups have been formed to supply these packages of facilities and their services are being offered to numerous countries of the world as well as all the international agencies which are increasingly involved in this field, namely UNESCO, FAO, ILO and WHO.

Medical and Scientific Equipment

Canada is developing certain unique capabilities in the area of medical and scientific equipment. In the light of the growth of this industry and the demand for unique and

sophisticated equipment of this nature abroad, the Department has launched an intensive trade promotion program for these industries.

Educational Equipment

During 1967, the Department continued to explore world markets for educational equipment. Fact-finding missions were sent to Europe and South-East Asia and surveys carried out in Venezuela, Mexico and the Caribbean.

Lighting Equipment

As a part of the Department's design and export program, 27 pieces of lighting equipment that received special design recognition through the Department of Industry's Design 67 Program will be displayed at five trade commissioner offices in the U.S. The display will gain recognition for Canadian producers as a source of supply and draw attention to the excellent Canadian design achievement in this area.

Major Appliances

Significant tariff reductions of up to 50 per cent were made by the U.S. in the Kennedy Round. The Canadian major appliance industry is being encouraged to increase sales to the American market, particularly in product areas where Canada has a relative production advantage such as on wringer washing machines, chest freezers and electric ranges.

Catering Equipment

The main export promotion in the catering equipment field in 1967 was the Catering Equipment Mission to Canada from Britain and Ireland. The mission included individuals responsible for recommending equipment purchases by Trust Houses, British Bakeries, Kitchen Supplies Ltd., agents seeking to expand lines of Canadian products and representatives from the London Electricity Board and Gas Council. The mission recommended the purchase of a considerable amount of equipment and advised various Canadian manufacturers how their equipment could be modified to suit the British market. The members representing the London Electricity Board and the Gas Council exchanged ideas with their counterparts in Canada.

Tourist, Commercial and Institutional Projects Abroad

In line with the Department's policy regarding grouping for export, several Canadian consortia or groups were formed to undertake tourist, commercial and institutional projects abroad on a turn-key basis. This can include everything from the feasibility study to consulting engineering, architectural and interior designing, financing, construction, equipping and furnishing and managing. Turn-key or "package deal" projects are becoming more widespread, particularly in the developing countries, and they open up a whole new avenue for the export of goods and services which would not otherwise be available.

In addition to turn-key projects where required, Canada can offer smaller packages, such as room furniture and furnishings, food preparation and catering equipment, plumbing, heating and air conditioning equipment, mechanical and electrical equipment. During 1967 the Department concentrated heavily on mobilizing Canadian business and industry and studying world markets to determine where these developments are taking place and how Canadian firms can exploit them.

Electrical and Electronic Capital Equipment

The Department has developed an integrated marketing program to promote the export of electrical and electronic capital equipment and related engineering services. This program was implemented in 1967 and has helped to make Canadian engineered products and systems known abroad. Canadian firms were provided with market studies and a fairly constant stream of enquiries, requests for quotations and financing information. Substantial support was given individual equipment and component manufacturers and in some cases meetings were organized to encourage the formation of consortia or the establishment of facilities abroad, as directed by prevailing conditions.

Officers of the Department promoted the international aspects of the 1967 International Electronics Conference in Toronto in September. Trade commissioner posts publicized the conference abroad. In addition four incoming trade missions were scheduled to coincide with the conference and its members

were guests at the opening Electronic Industry Association luncheon when the Minister of Trade and Commerce was guest speaker.

In September a two-day electric power seminar was held in Montreal to welcome the members of a power mission from South America and Iran. The seminar was sponsored by the Department and the Canadian Export Association in cooperation with the Canadian Electrical Manufacturers Association and the Association of Consulting Engineers of Canada. The program included presentations by mission members on their power development plans and addresses by officials from government, power utilities and industry on trade relations, export financing facilities and capabilities of Canadian manufacturers and consulting engineers in the power field. The approach proved to be a highly successful means of introducing the mission to Canadian industry.

Particular attention has been given the field of satellite communications which is developing into a very large market.

The specialized services of the Department's project engineers were used in developing these programs. Market surveys by project engineers were conducted in Africa and Latin America. As a result of these surveys, six incoming

specialized missions were organized from Latin America and Africa. In addition, project engineers visited international financing organizations, such as the World Bank and the Inter-American Development Bank, to gain at first hand, engineering and economic information on pending foreign development schemes.

Close co-operation and co-ordination with industry associations (such as the Canadian Electrical Manufacturers Association, the Electronic Industries Association of Canada and the Association of Consulting Engineers of Canada) was continued in the development of export marketing programs. Meetings between all incoming missions and these associations were organized.

Automation

Canadian engineers have developed a competitive capability in the export of the design, manufacture and installation of automation systems. In 1967 the U.S.S.R. Oil Ministry informed the Department it was interested in purchasing a completely automated oilfield gathering system.

Airport Equipment and Services

The comprehensive Airport Export Program, inaugurated in 1966, has been continued in 1967. An "Airport Committee" representing consulting engineers, construction and manufacturing,

and the government has been meeting monthly. Consortia formation has been encouraged to increase Canadian competitiveness on the rapidly-expanding airport market.

In collaboration with the Department of Transport, continuing encouragement and support has been provided to airport consultants to become known and to enter the export market.

In co-operation with the Airport Committee, the Department provided support for the Airport Export Program by co-ordinating publicity, fairs and missions and market research. The first issue of the "Airports for Export" portfolio was distributed through trade offices abroad. Incoming and outgoing missions, and participation in the Paris Air Show, were sponsored by the Department in support of this program.

Industrial and Process Equipment

Canada's capability in the design and manufacture of industrial and process equipment was displayed at the American Society of Tool and Manufacturing Engineers in Chicago in April, the International Engineering Exhibition in London in April, the Barcelona International Samples Fair in Barcelona, Spain in June, the Brno International Trade Fair in Brno, Czechoslovakia in September, and the Pacific International Trade Fair in Lima, Peru in October. The Canadian equipment was well received and found adaptable to industry requirements

in both highly industrialized and developing countries. The participating companies reported considerable sales directly related to trade fair participation.

Market surveys by Ottawa based commodity specialists were conducted in Southeast Asia (Japan, Malaysia, Philippines, Singapore and Thailand). As a result of this survey an incoming mission of private and government officials from the Philippines, Singapore, Malaysia and Thailand was brought to Canada and shown capabilities in supplying forest products equipment and complete plants. In addition, the Department sponsored incoming missions from the U.S.S.R. (pulp and paper equipment and plants), New Zealand (pipeline transportation equipment and processing equipment for natural gas) and the U.S.S.R. (automated oil gathering equipment and tracked vehicles).

An outgoing mission of Canadian capital equipment manufacturers and consultants toured Eastern Europe (Yugoslavia, Czechoslovakia, Hungary, Romania and Bulgaria) to coincide with the principal Eastern European trade fairs. The findings of this mission were reported to Canadian industry through seminars arranged in conjunction with the Canadian Exporters Association.

Industrial tours were arranged for foreign visiting groups interested in process equipment for caustic soda (Colombia), forest products equipment (U.S.S.R.), fruit and vegetable processing (Australia) and grain handling equipment and storage (Australia).

Expo 67 brought to Canada a considerable number of potential purchasers. A close liaison was maintained with the International Trade Centre and meetings and industrial visits were arranged for the foreign visitors from throughout the world.

Nuclear Power

The Interdepartmental Committee, initiated by the Department in 1965, continued to participate in studies related to the organization of Canadian engineering and industrial resources for the export of nuclear power plants. The Department co-operated in Canadian industry's first participation in an international competition for the supply of a nuclear power plant. The Canadian tender was among three selected by the Finnish authorities in the final round of bidding but negotiations were terminated without the award of the project. At year end, a Canadian tender was being considered by Argentina for the first nuclear power plant in Latin America.

Countries represented on incoming missions sponsored by the Department during the year were Australia, New Zealand, Italy, Yugoslavia and Spain. The Department co-operated with the Canadian Nuclear Association in visits

by delegations from Japan and Romania. In addition, market surveys by Ottawa based personnel were conducted in Australia and New Zealand to assess the potential for nuclear power plants in these areas.

Engineering Services

Results of a survey on engineering services abroad revealed that the export value for 1966 exceeded the previous year's figure by 40 per cent. Power, aerial surveys, transportation, forestry and mining were the principal fields involving projects in the developing countries. On the other hand, the key fields for exports of engineering services to the U.S. and Europe were forestry, mining and industrial.

Canadian consulting firms continued to compete successfully for contracts financed by the United Nations Development Program, the World Bank and its affiliates, and the Inter-American Development Bank. In an endeavour to keep industry better informed on the procurement opportunities generated by the UNDP, a trade commissioner was assigned to the Permanent Mission of Canada to the United Nations in New York. Canadian Engineering Involvement in Foreign Markets was the subject of a seminar held at the International Trade Centre at Expo. The Minister of Trade and Commerce was chairman of the 1967 Congress of Canadian Engineers held in Montreal last June.

Consulting engineering firms participated in trade missions to Brazil and Eastern Europe and through the Association of Consulting Engineers of Canada were represented at the Pacific International Trade Fair, Lima, Peru.

Through the Department's incoming missions program, representatives of firms of consulting engineers were able to meet with officials from Latin America, U.S.S.R., Europe, Australia, Middle East and Africa.

Transportation and Agricultural Equipment

Canada's capability in the design and manufacture of transportation equipment was displayed at the Automotive Engineering Exhibition and Congress at Detroit and at the Salon International de L'Aéronautique de L'Espace (Paris Air Show).

An outgoing trade mission of Canadian suppliers of aerospace and defence equipment toured Japan in June. This was a joint mission sponsored by the Departments of Defence Production, Industry and Trade and Commerce. Incoming missions of private and government officials from Brazil were shown Canadian capabilities in airports, airport components and the aircraft industry.

As part of the program to promote the export of agricultural equipment produced by short line manufacturers, Department officers in Chicago, Winnipeg and Edmonton carried out a study tour of

markets in North and South Dakota and Montana. This study was followed by a series of seminars in major cities of the three Prairie Provinces. Government officials were joined by an officer from Ottawa in bringing to the short line manufacturers details of the potential markets. These seminars were carried out in close liaison with Provincial Government officials and trade associations.

Industrial tours and meetings were arranged for foreign visiting groups interested in diesel locomotives (Thailand), aerospace development (France), and aircraft for fire fighting (Chile). In addition, in conjunction with the International Trade Centre at Expo, meetings and industrial visits were arranged for foreign visitors from throughout the world.

Close liaison was continued with the trade associations and the various federal and provincial government departments concerning export promotion of transportation equipment.

Consumer Goods

In 1967 the Department placed great emphasis on the formation of export committees with trade and industry associations. During 1967 Canadian exhibits of sporting goods were sponsored in the National Sporting Goods Trade Fair, Chicago, and the SPOGA Trade Fair in Cologne. A Canadian exhibit for pleasure boats and marine accessories was sponsored in the National Boat Show in New York. In addition

the Department sponsored a toy and sporting goods mission to Australia, resulting in doubling of these exports to Australia.

Canadian producers of children's wear displayed under Departmental sponsorship in the International Fair for the Child in Cologne, Germany.

Incoming hides, skins and leather missions from Czechoslovakia, Bulgaria, Romania and Yugoslavia visited Canada under the aegis of the Department.

The Department again escorted incoming store buyers and manufacturers' representatives in their search for sources of supply of consumer goods in Canada.

Giftware

The Canadian giftware industry has increased in the last few years and there has been a noticeable development in quality and design.

In 1967 Canadian gifts were exhibited in the New York and Boston Gift Shows for the first time. Direct sales during the New York Gift Show alone exceeded \$120,000 with orders expected of over \$ $\frac{1}{2}$ million.

APPENDICES

Appendix "A"

Head Office Directory (as of March 31, 1968)

HEAD OFFICE, TRADE AND COMMERCE BUILDING
Wellington and Lyon Streets, Ottawa, Ontario

Telex - 013424

Minister: The Honourable Robert H. Winters

Executive Assistant: A. C. Abbott
Private Secretary: Mrs. Regan Copp
Special Assistant: G. R. Ritchie

Deputy Minister: J. H. Warren

Executive Assistant: A. A. Lomas
Legal Advisor: H. Peterson
Special Advisor to the Deputy Minister: Denis Harvey

Assistant Deputy Minister (Trade Policy): M. Schwarzmann

Assistant Deputy Minister (Trade Promotion): A. G. Kniewasser

Executive Assistant: H. E. Lemieux

TRADE POLICY

OFFICE OF TRADE RELATIONS

General Director: R. E. Latimer

Section I

Director: W. G. Pybus
Chief, Asia and Middle East Division: B. F. Armishaw
Chief, Commonwealth Division: R. B. Nickson
Chief, European Division: B. S. Shapiro

Section II

Director: T. M. Burns
Assistant Chief, General Relations Division: A. R. Porter
Assistant Chief, International Organizations Division: J. B. O'Neil
Chief, Latin American Division: J. M. T. Thomas
Chief, United States Division: A.R.A. Gherson

OFFICE OF COMMODITY TRADE POLICY

General Director: M. G. Clark

Primary Commodities Branch

Chief, Agricultural Division: W. M. Miner

Chief, Resource Industries Division: P. T. Eastham

Planning and Programs Branch

Chief, Industrial Materials Division: A. C. Kilbank

Chief, Secondary Industries Division: P. T. Eastham

TRADE PROMOTION

Financing and Aid Branch

Head, J. R. Midwinter

OFFICE OF COMMODITIES AND INDUSTRIES SERVICES

General Director: J. P. C. Gauthier

Special Assistant: W. R. Van

Agriculture and Fisheries Branch

Director: D. B. Laughton

Assistant Director (Agriculture): A. J. Stanton

Assistant Director (Fisheries): T. R. Kinsella

Assistant Director (Commodity Arrangements and
Market Development): J. MacNaught

Chief, Fisheries Division: M. S. Strong

Chief, Grain Division: R. M. Esdale

Chief, Livestock and Animal Products Division: K. L. Melvin

Acting Chief, Plant Products Division: J. B. Mountain

Commodity Arrangements and Markets Developments Division:

Commodity Arrangements: D. H. Burns

Markets Development: J. N. Guertin

Industrial Materials Branch

Director: A. M. Tedford

Chief, Chemicals Division: G. E. McCormack

Chief, Forest Products Division: M. N. Murphy

Chief, Metals and Minerals Division: R. J. Jones

Manufacturing Industries and Engineering Branch

Director: T. C. Arnold
Chief, Appliances and Commercial
Machinery Division: G. W. Rahm
Chief, Electrical and Electronic
Equipment Division: R. Sangster
Chief, Mechanical Equipment and
Engineering Division: R. C. Wallace
Chief, Textiles and Consumer
Goods Division: A. C. Fairweather

Standards Branch

Tunney's Pasture, Holland Avenue, Ottawa, Ontario

Director: R. W. MacLean
Assistant Director & Chief Engineer: G. E. Anderson
Administration Head: Miss L. G. Howden
Chief, Commodities & Precious Metals Marketing: G. R. Lewis
Chief, Laboratory Division: J. S. T. Swanson

OFFICE OF EXTERNAL TRADE SERVICES

General Director: R. K. Thomson

Trade Commissioner Service

Acting Director (Personnel and Finance): G.F.G. Hughes
Assistant Director (Personnel): I. R. Smyth
Assistant Director (Finance): T. F. Harris
Assistant Director (Operations): M. Rowan
Inspector: H. E. Campbell

OFFICE OF PROMOTIONAL SUPPORT SERVICES

General Director: L. J. Rodger

Canadian Government Exhibition Commission

2487 Kaladar Avenue, Ottawa, Ontario Telex 013-335

Director: Patrick Reid
Assistant Director (Canadian): A. D. Simmons
Assistant Director (International): J. Vaast
Chief, Administration: J. J. Ellis
Chief, Canadian Division: R. V. Rochefort
Chief, International Division: F. J. Bradley
Chief, Special Projects Division: G. Sperling
Chief, Production Division: J. Rachlis

Trade Fairs and Missions Branch

Director: R. V. N. Gordon
Chief, Trade Fairs Abroad Division: W. P. Schutte
Chief, Trade Missions Division: D. A. Olliver

Trade Publicity Branch

Director: J. A. Murphy
Assistant Director: G. P. O'Keefe
Assistant Director: K. A. Prittie
Chief, Art Division: R. H. Williamson
Chief, "Canada Courier" Division: P. Bomford
Chief, Editorial Division: J. K. Purvis
Chief, "Foreign Trade" and "Commerce exterieur"
Division: Miss O. Mary Hill
Acting Chief, Media Relations Division: R. T. Waugh

Transportation and Trade Services Branch

Director: G. M. Schuthe
Chief, Export and Import Permits Division: S. G. Barkley
Chief, Regional Offices and Trade Services Division: -
Chief, Transportation Division: H. A. Hadskis

OTHER SERVICES

OFFICE OF ECONOMICS AND TRADE ANALYSIS

General Director: V. J. Macklin

General Analysis Branch

Assistant Director: C. Schwartz
Canada and U.S. Division: D. F. McKinley
Chief, Overseas Analysis Division: F. A. Piscopo

Market Analysis Branch

Assistant Director: A. M. Coll
Chief, Resource Commodities
Division: R. J. Konecny
Chief, Manufactured Products
Division: W. L. Posthumus
Regional Trade Patterns: H. D. Henderson

Investment Analysis Branch

Director: J. H. Latimer
Chief, Capital Expenditures
Division: A. N. Polianski
Chief, Foreign Investment
Division: R. J. Loosmore
Chief, International Companies
Division: T. R. Vout

OFFICE OF PERSONNEL

General Director: E. J. Fitzpatrick
Bilingual Advisor: R. Stewart
Chief, Classification and Salary
Administration: T. E. Killeen
Chief, Manpower Planning and
Development Division: C. R. Shank
Chief, Staff Relations: H. D. Janney
Chief, Personnel Services: W. Laskaris

OFFICE OF COMPTROLLER-SECRETARY

General Director: L. J. Rodger
Special Assistant: R. B. Fournier
Chief, Financial Services Division: L. L. Marks
Chief, Management Services Division: Brock Short
Chief, Office Services Division: C. Drolet

OFFICE OF TOURISM

General Director: T. R. G. Fletcher

Canadian Government Travel Bureau
150 Kent Street, Ottawa, Ontario Telex 013474

Director: Dan Wallace
Assistant Director: Roland Boire
Chief Administrative Officer: J. E. Thorpe
Manager, Operations Division: M. E. Campeau
Co-ordinator, Co-ord. Offices Abroad: F. H. Galipeau
General Manager, Marketing/Advertising
Division: J. A. Carman
Manager, Publicity and Promotion
Division: J. M. Harrison
Chief, Publications Division: D. J. Molloy
Chief, Travel Information Services: W. R. MacLean

Tourist Industry Branch

Acting Director: F. B. Clark

ASSOCIATED SERVICES

DOMINION BUREAU OF STATISTICS

Tunney's Pasture, Holland Avenue, Ottawa, Ontario

Dominion Statistician: Walter E. Duffett
Publications, Information and General Inquiries

Regional Offices, Dominion Bureau of Statistics

St. John's, Newfoundland
E. W. Hutchings

Halifax, Nova Scotia
A. B. MacKay

Montreal, Quebec
Pierre Gadbois

Ottawa, Ontario
J. N. Bougie

Toronto, Ontario
A. G. Metcalfe

Winnipeg, Manitoba
G. S. Howell

Edmonton, Alberta
A. Ustenov

Vancouver, British Columbia
R. M. Kincade

EXPORT CREDITS INSURANCE CORPORATION

309 Cooper Street, P. O. Box 655, Ottawa, Ontario

President and General Manager: H. T. Aitken
Vice-President: A. W. Thomas
Manager, Montreal Branch: R. G. Hunt
(Room 1001, Place Victoria)
Manager, Toronto Branch: D. A. Keill
(Room 1510, 55 York Street)

(Represented in Halifax, Winnipeg and Vancouver by the
Regional Offices of the Department of Trade and Commerce)

Appendix "B"

Regional Offices of the Department (as of December 31, 1967)

St. John's, Nfld., Sir Humphrey Gilbert Building,
Duckworth Street
Regional Officer: R.D. Peters

Halifax, N.S., 1256 Barrington Street,
Regional Manager: D.J. Packman

Montreal 2, Que., Room 2325,
1 Place Ville Marie
Regional Manager: R.C. Montreuil

Toronto, Ont., Suite 3001, P.O. Box 114,
Toronto Dominion Centre
Regional Manager: R. Campbell Smith

Winnipeg 1, Man., Room 521, 269 Main Street
Regional Manager: G.A. Gillespie

Edmonton, Alta., Oliver Bldg., 802 Chancery Hall,
3 Sir Winston Churchill Square
Regional Manager: W. Mackenzie Hall

Vancouver 2, B.C., Room 405,
325 Granville Street
A/Regional Manager: J.F. Murray

Appendix "C"

Location of Standards Branch Offices (as of December 31, 1967)

ELECTRICITY AND GAS

J.M. Taylor
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 527, Sir Humphrey Gilbert
Building
ST. JOHN'S, NFLD.

J.F. Strain
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 811, Dominion Building
CHARLOTTETOWN, P.E.I.

R.C. Bruce
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 533, Ralston Building
HALIFAX, N.S.

R.N. Beattie
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
Bayside Drive
EAST SAINT JOHN, N.B.

J.O. Bedard
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 549 (Uppertown)
QUÉBEC, QUE.

G. Readman
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 876, Federal Building
TROIS-RIVIERES, QUE.

J.B. Dumas
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
2025 Fullum Street
MONTREAL 24, QUE.

W.F. Miller
District Inspector of Electricity
and Gas
Standards Branch
Dept. of Trade and Commerce
Room 231, Standards Building
Tunney's Pasture
OTTAWA, ONT.

T.G. Murphy
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 308, 212 Federal Building
BELLEVILLE, ONT.

W.R. McEown
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1859 Leslie Street
DON MILLS, ONT.

Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
605 Dominion Public Building
P.O. Box 186
HAMILTON, ONT.

J. Fleming
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 192, Dominion Public
Building
LONDON, ONT.

G.O. Piirainen
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 318, Federal Building
19 Lisgar Street South
SUDBURY, ONT.

J.F. Briggs
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Federal Building
130 South Syndicate Avenue
FORT WILLIAM, ONT.

N.H. Young
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Room 507, Dominion Public Building
WINNIPEG 1, MAN.

WEIGHTS AND MEASURES

S.C. Crisby
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 506, Sir Humphrey Gilbert
Building
ST. JOHN'S, NFLD.

W.E. Fletcher
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1620 Albert Street
REGINA, SASK.

A.S. Park
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
1411-1st Street East
CALGARY, ALTA.

H.A. Waterhouse
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
450 Federal Building
EDMONTON, ALTA.

R.G.D. Ward
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
3625 Lougheed Highway
VANCOUVER 12, B.C.

A.L. Heaven
Electricity and Gas Division
Standards Branch
Dept. of Trade and Commerce
Post Office Building
P.O. Box 87
PENTICTON, B.C.

J.I. Trainor
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 1312, Dominion Building
CHARLOTTETOWN, P.E.I.

E.T. Fethers
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
Bayside Drive
EAST SAINT JOHN, N.B.

A.A. Baird
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 532, Ralston Building
1557 Hollis Street
HALIFAX, N.S.

P.E. Boyer
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
1375 Boulevard Charest West
(Charest Centre)
STE-FOY, QUÉ.

C. Roberge
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 354
202 Federal Building
TROIS-RIVIÈRES, QUÉ.

J.H.L. Couture
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 1148
76 Couture Street
SHERBROOKE, QUÉ.

J.A.R. Caron
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
2025 Fullum Street, Room 12
MONTREAL, QUÉ.

J.O.A. Poirier
District Insp. of Weights and
Measures
Standards Branch
Dept. of Trade and Commerce
Room 230, Standards Building
Tunney's Pasture
OTTAWA, ONT.

M.V. Chartrand
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 308
BELLEVILLE, ONT.

J.W. Kokesh
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1859 Leslie Street
DON MILLS, ONT.

C.J. Joyce
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 521, National Revenue
Building
150 Main St., West
HAMILTON, ONT.

G.L. Breckon
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
P.O. Box 696
457 Richmond Street
Dominion Public Building
LONDON, ONT.

W.H. Staple
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Room 315, Federal Building
19 Lisgar Street South
SUDBURY, ONT.

R.F.G. Rickards
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Federal Building
130 South Syndicate Avenue
FORT WILLIAM, ONT.

H.B. Taylor
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
539 Dominion Public Building
WINNIPEG 1, MAN.

J.B. Fletcher
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Standards Building
1620 Albert Street
REGINA, SASK.

J.W. Setter
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
Weights and Measures Building
326-1st Avenue, South
SASKATOON, SASK.

PRECIOUS METALS MARKING

K.W. Forbes
Insp. of Standards, P.M.M.A.
Standards Branch
Dept. of Trade and Commerce
Room 451, Dominion Public Building
1 Front Street West
TORONTO, ONT.

A. Thibault
Insp. of Standards, P.M.M.A.
Standards Branch
Dept. of Trade and Commerce
Room 831, 400 Youville Square
MONTREAL, QUÉ.

L.M. Kyle
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
9724-102A Avenue
EDMONTON, ALTA.

A.J. Robertson
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
1415-1st Street East
CALGARY, ALTA.

W.M. Winram
Weights and Measures Division
Standards Branch
Dept. of Trade and Commerce
3625 Loughheed Highway
VANCOUVER, B.C.

K.C. West
Insp. of Standards, P.M.M.A.
Standards Branch
Dept. of Trade and Commerce
3625 Loughheed Highway
VANCOUVER 12, B.C.

Appendix "D"

Location of Trade Commissioner Service Posts Abroad
(as of December 31, 1967)

Territory	Officers	Address
Argentina--Buenos Aires (Territory includes: Paraguay)	Commercial Counsellor Assistant Commercial Secretary (Agriculture)	Canadian Embassy Casilla de Correo 3898 Suipacha III BUENOS AIRES
Australia----- Sydney (Territory includes: States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies)	Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	P.O. Box 3952, G.P.O. A.M.P. Building 21st Floor, Circular Quay SYDNEY
Melbourne----- (Territory includes: States of Victoria, South Australia, Western Australia, Tasmania)	Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	Mobil Centre 2 City Road SOUTH MELBOURNE, 3205 Victoria
Canberra-----	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada Commonwealth Avenue Yarralumla 2600 CANBERRA ACT

Territory	Officers	Address
Austria--Vienna----- (Territory includes: Albania, Bulgaria, Czechoslovakia, Hungary, Romania)	-----Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy, P.O. Box 190 Obere Donaustrasse 49/51 1013 VIENNA
Belgium--Brussels----- (Territory includes: European Economic Community, European Atomic Energy Community, European Coal and Steel Community, Other countries: Luxembourg)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy, 35 rue de la Science BRUSSELS 4
Brazil----- Rio de Janeiro	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Caixa Postal 2164-ZC-00 Edificio Metropol Avenida Presidente Wilson 165 RIO DE JANEIRO
Sao Paulo-----	-----Consul and Trade Commissioner	Canadian Consulate Caixa Postal 6034 Edificio Scarpa Avenida Paulista 1765 9 andar SAO PAULO

Territory	Officers	Address
Britain----- London	Minister (Commercial) Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor (Metals and Minerals) Attaché (Exhibitions) Commercial Secretary (Timber) Commercial Secretary Attaché (Publicity) Assistant Commercial Secretary Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary (Timber) Assistant Commercial Secretary Assistant Commercial Secretary Attaché (Fisheries) Attaché (Exhibitions)	Office of the High Commissioner for Canada 1 Grosvenor Square LONDON W.1
Liverpool----- (Territory includes: Midlands, North England)	Canadian Government Trade Commissioner Assistant Trade Commissioner	Martins Bank Bldg. Water Street, LIVERPOOL
Glasgow----- (Territory includes: Scotland)	Canadian Government Trade Commissioner Assistant Trade Commissioner	Cornhill House 144 West George St. GLASGOW C2, Scotland

Territory	Officers	Address
Belfast (Territory includes: Northern Ireland)	Canadian Government Trade Commissioner Assistant Trade Commissioner	15-17 Chichester St. BELFAST 1 Northern Ireland
Ceylon--Colombo		Commercial Division Office of the High Commissioner for Canada P.O. Box 1006 6 Gregory's Road Cinnamon Gardens COLOMBO
Chile--Santiago	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Casilla 771 Augustinas 1225, 5th Floor SANTIAGO
Colombia--Bogota (Territory includes: Ecuador)	Commercial Secretary Assistant Commercial Secretary	Canadian Embassy, Apartado Aereo 8582 Edificio Banco de Los Andes Carrera 10, No. 16-92 BOGOTA
Cuba--Havana		Commercial Division Canadian Embassy Gaveta 6125 Calle 30 No. 518 esquina 7a Avenida Miramar HAVANA

Territory	Officers	Address
Denmark--Copenhagen-- (Territory includes: Greenland, Poland)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Princesse Maries Allé 2 COPENHAGEN V
Dominican Republic-- Santo Domingo (Territory includes: Haiti, Puerto Rico.)	-----Commercial Secretary	Canadian Embassy Apartado 1393 Edificio Copello 408 Calle El Conde SANTO DOMINGO
European Communities-- The Mission of Canada to the European Communities	-----Counsellor	35, rue de la Science BRUSSELS 4, Belgium
France--Paris-- (Territory includes: Algeria, Andora, Monaco, Morocco, St. Pierre and Miquelon)	-----Minister-Counsellor (Commercial) Commercial Counsellor Commercial Secretary (Agriculture) Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy 35 Avenue Montaigne PARIS 8e

Territory	Officers	Address
Germany--Bad Godesberg-- (Territory includes: States of Baden- Wuerttemberg, Bavaria, Hesse, Rhineland- Palatinate, Saar; West Berlin)	-----Commercial Counsellor Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary	Canadian Embassy, Kennedy-Allee 35 BAD GODESBERG
Dusseldorf-- (Territory includes: State of North Rhine-Westphalia)	-----Consul General Consul Vice Consul	Canadian Consulate General Koenigsallee 82 4 DUSSELDORF 1
Hamburg-- (Territory includes: City States of Bremen and Hamburg; States of Lower Saxony and Schleswig-Holstein)	-----Consul General Consul Vice Consul	Canadian Consulate General Esplanade 41-47 2000 HAMBURG 36
Ghana--Accra-- (Territory includes: Guinea, Ivory Coast, Liberia, Mali, Mauretania, Togo, Upper Volta)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1639 E 115/3 Independence Ave. ACCRA
Greece--Athens-- (Territory includes: Turkey)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Avenue ATHENS 138

Territory	Officers	Address
Guatemala--Guatemala-- City (Territory includes: Costa Rica, El Salvador, Honduras, Nicaragua, Panama, and Canal Zone)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 400 5a Avenida 11-70, Zone 1 GUATEMALA CITY, C.A.
Hong Kong--Hong Kong-- (Territory includes: Cambodia, Communist China, Laos, Vietnam, Macao)	-----Senior Canadian Government Trade Commissioner Trade Commissioner Assistant Trade Commissioner Assistant Trade Commissioner Assistant Trade Commissioner	P.O. Box 126 P & O Building, 11th Floor 21-23, Des Voeux Road Central HONG KONG
India--New Delhi-- (Territory includes: Bhutan, Nepal, Sikkim)	-----Commercial Counsellor for Canada Assistant Commercial Secretary	P.O. Box 11 13 Golf Links Road NEW DELHI 1
Iran--Tehran--	-----	Commercial Division Canadian Embassy, P.O. Box 1610 Bezrouke Building Corner of Takht Jamshid Ave. and Forsat St. TEHRAN
Ireland--Dublin--	-----Commercial Counsellor for Canada	66 Upper O'Connell St. DUBLIN

Territory	Officers	Address
Israel--Tel Aviv-- (Territory includes: Cyprus)	Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 20140 84 Hahashmonaim St. TEL AVIV
Italy--Rome-- (Territory includes: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other countries: Libya, Malta)	Commercial Counsellor Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Via G.B. De Rossi 27 00161 ROME
Milan-- (Territory includes: Provinces of Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alto Adige, Veneto, Liguria, Trieste, Valle d'Aosta, Friuli- Venezia)	Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General C.P. 3977 Via Vittor Pisani 19 20124 MILAN
Jamaica--Kingston-- (Territory includes: Bahamas, British Honduras, Cayman Islands, Turks and Caicos Islands)	Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1500 Tobago Road Corner Trafalgar Road and Knutsford Boulevard KINGSTON 10

Territory	Officers	Address
Japan--Tokyo----- (Territory includes: Korea, Okinawa)	Minister (Commercial) Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Embassy of Canada Akasaka Post Office TOKYO
Kenya--Nairobi----- (Territory includes: Malawi, Tanzania, Uganda, Zambia)	Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 3778 Industrial Promotion Services Building Kimathi Street Nairobi, Kenya
Lebanon--Beirut----- (Territory includes: Aden, Iraq, Jordan, Persian Gulf area, Saudi Arabia, Syria, Trucial States, Yemen)	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Boite Postale 2300 Alpha Building Rue Clemenceau BEIRUT
Malaysia--Kuala Lumpur----- (Territory includes: Brunei, Burma)	Commercial Counsellor	Office of the High Commissioner for Canada P.O. Box 990 A.I.A. Building Ampang Road KUALA LUMPUR

Territory	Officers	Address
Mexico--Mexico City-----	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado Postal 5-364 Melchor Ocampo 463, 7th Floor MEXICO CITY 5, D.F. MEXICO
Netherlands--The Hague-----	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Sophialaan 7 THE HAGUE
New Zealand--Wellington----- (Territory includes: Cook Islands, Fiji, French Oceania, Gilbert and Ellice Islands, Tahiti, Tonga, Western Samoa).	Commercial Secretary Assistant Commercial Secretary (Agriculture)	Office of the High Commissioner for Canada P.O. Box 12-049 Wellington North ICI Building, 3rd Floor Molesworth Street, WELLINGTON
Nigeria--Lagos----- (Territory includes: Dahomey, Gambia, Niger, Senegal, Sierra Leone)	Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 851 Barclays Bank Building 4th Floor 40 Marina Road LAGOS

Territory	Officers	Address
Singapore--Singapore (Territory includes: Thailand, Indonesia)	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 845 International Building 11th Floor 360 Orchard Road SINGAPORE 1
South Africa--Johannesburg (Territory includes: States of Natal, Orange Free State, Transvaal, Other countries: Angola, Botswana, Lesotho, Malagasy, Mauritius, Mozambique, Reunion.)	Canadian Government Trade Commissioner Assistant Trade Commissioner Assistant Trade Commissioner	P.O. Box 715 Mobil House, 17th Floor Corner Kissing and De Villiers Sts. JOHANNESBURG
Cape Town (Territory includes: Cape Province. Other countries: St. Helena, South West Africa)	Canadian Government Trade Commissioner Assistant Trade Commissioner	P.O. Box 683 African Life Centre 13th Floor St. George's St. CAPE TOWN
Spain--Madrid (Territory includes: Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Rio de Oro, Spanish Sahara)	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Apartado 117 Edificio Espana Avenida de Jose Antonio 88 MADRID
Sweden--Stockholm (Territory includes Finland)	Commercial Counsellor Assistant Commercial Secretary	P.O. Box 14042 Kungsgaten 24 STOCKHOLM

Territory	Officers	Address
Norway--Oslo-- (Territory includes: Iceland)	Acting Commercial Secretary	Canadian Embassy Fridtjof Nansens plass 5 OSLO 1
Pakistan--Rawalpindi (Territory includes: Afghanistan)	Commercial Counsellor	Office of the High Commissioner for Canada 54 Haider Road RAWALPINDI
Peru--Lima (Territory includes: Bolivia)	Acting Commercial Secretary	Canadian Embassy Casilla 1212 Edificio El Pacifico Corner Avenida Arequipa and Plaza Washington LIMA
Philippines--Manila (Territory includes: Republic of China (Taiwan))	Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General P.O. Box 1825 1414 Roxas Boulevard MANILA
Portugal--Lisbon (Territory includes: Azores, Cape Verde Islands, Madeira, Portuguese Guinea)	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Rua Marques de Fronteira No. 8--40Do LISBON

Territory	Officers	Address
Switzerland--Berne (Territory includes: Tunisia)	Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE
Trinidad & Tobago (Territory includes: Barbados, French Guiana, Guadeloupe, Guyana, Leeward and Windward Islands, Martinique, Surinam)	Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P. O. Box 1246 Colonial Building 72 South Quay PORT-OF-SPAIN
Union of Soviet Socialist Republics--Moscow	Commercial Counsellor Commercial Secretary	Canadian Embassy 23 Starokonyushenny Pereulok MOSCOW
United Arab Republic Cairo (Territory includes: Ethiopia, Somali Republic, Sudan)	Commercial Division Canadian Embassy Kasr el Doubara Post Office 6 Sharia Rouston Pasha Garden City CAIRO	
United Nations - Permanent Mission of Canada to the United Nations	Second Secretary	866 United Nations Plaza Suite 250 New York, N.Y. 10017 U.S.A.

Territory	Officers	Address
United States ----- Washington (Territory: District of Columbia)	Commercial Counsellor Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor Attaché (Agriculture)	Canadian Embassy 1746 Massachusetts Ave. N.W. WASHINGTON, D.C. 20036
New York City ----- (Territory includes: States of Connecticut, New Jersey (eleven northern counties), New York. Other countries: Bermuda)	Deputy Consul General (Commercial) Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 680 Fifth Ave. NEW YORK CITY, N.Y. 10019
Boston ----- (Territory includes: States of Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)	Consul and Senior Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 500 Boylston St. BOSTON, Mass. 02116
Chicago ----- (Territory includes: States of Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska)	Consul and Senior Trade Commissioner Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 310 South Michigan Ave. Suite 2000 CHICAGO, Illinois 6064

Territory	Officers	Address
Cleveland----- (Territory includes: State of Ohio)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate Illuminating Building 55 Public Square CLEVELAND, Ohio 44113
Dallas----- (Territory includes: States of Texas, Arkansas, Kansas, New Mexico, Oklahoma)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 2100 Adolphus Tower 1412 Main Street DALLAS, Texas 75202
Detroit----- (Territory includes: State of Michigan)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 1920 First Federal Building 1001 Woodward Ave. DETROIT, Michigan 48226
Los Angeles----- (Territory includes: States of California, (ten southern counties), Arizona and Clark County in Nevada)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Consul and Assistant Trade Commissioner	Canadian Consulate General 510 West Sixth St. LOS ANGELES, California. 90014
New Orleans----- (Territory includes: States of Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 2110 International Trade Mart 2 Canal St. NEW ORLEANS Louisiana 70130

Territory	Officers	Address
Philadelphia----- (Territory includes: States of Delaware, Maryland, New Jersey (nine southern counties), Pennsylvania, Virginia, West Virginia)	-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 3 Penn Center Plaza PHILADELPHIA Pennsylvania 19102
San Francisco----- (Territory includes: States of California (except the ten southern counties), Wyoming, Nevada, (except Clark County), Utah, Colorado, Hawaii)	-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Commercial Division Canadian Consulate General 111 Pine Street SAN FRANCISCO California 94111
Seattle----- (Territory includes: States of Oregon, Idaho, Washington, Montana, Alaska)	-----Consul General	Canadian Consulate General 1308 Tower Building Seventh Avenue at Olive Way SEATTLE, Washington 98101
Uruguay - Montevideo----- (Territory includes: Falkland Islands)		Canadian Embassy Casilla Postal 852 No. 1409 Avenida Agraciada Piso 7o MONTEVIDEO
Venezuela - Caracas----- (Territory includes: Netherlands Antilles)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Apartado del Este 11452 Avenida La Estancia No. 10 Ciudad Comercial Tamanaco CARACAS

Territory	Officers	Address
Yugoslavia - Belgrade-----	-----Commercial Secretary	Canadian Embassy Proleterskih Brigada 69 BELGRADE, Yugoslavia

Appendix "E"

Location of Canadian Government Travel Bureau Offices Abroad (as of December 31, 1967)

Eastern and Midwest United States

General Manager	Percy T. Cole, General Manager Eastern and Midwestern U.S.A. Room 1201, 680 Fifth Avenue New York, New York 10019
Boston	John R. Akin, Manager The Prudential Center 263 Plaza Boston, Massachusetts 02199
Chicago	G.J. Loney, Manager 102 West Monroe Street Chicago, Illinois 60603
Cincinnati	Ian J. Bell, Manager Room 1312, Enquirer Building 617 Vine Street Cincinnati, Ohio 45202
Cleveland	Ronald Gray, Manager Winous-Point Building 1250 Euclid Avenue Cleveland, Ohio 44115
Detroit	Roger Cloutier, Manager Book Building 1257-1259 Washington Blvd. Detroit, Michigan 48226
Hartford	E.L. Lynch, Manager 234 Constitution Plaza Hartford, Conn. 06103
Indianapolis	Peter J. Fraser, Manager Room 502, Merchants Bank Building 11 South Meridian Street Indianapolis, Indiana 46204

Minneapolis	Hector L. Crombie, Manager 124 South 7th Street Northstar Center Minneapolis, Minnesota 55402
New York	Roly deGrosbois, Manager 680 Fifth Avenue New York, New York 10019
Philadelphia	Courtney B. Chick, Manager Suite 305, 3 Penn Center Philadelphia, Pa. 19102
Pittsburgh	C.A. Watt, Manager 1001-1003 Jenkins Arcade Liberty & Fifth Aves. Pittsburgh, Pa. 15222
Rochester	Harold E. Betts, Manager 247 Midtown Plaza Rochester, New York 14604
Washington	John R. Bunt, Manager R.C.A. Building 1725 K Street, N.W. Washington, D.C. 20006

Western United States and Pacific Area

General Manager	Alan Field, General Manager Western United States and Pacific Area Golden Gateway Center 155 Jackson Street, Room 1408 San Francisco, California 94111
Los Angeles	D.E. Alexander, Manager 510 West 6th Street Los Angeles, California 90014
Mexico	Miss Annette Fortier, Manager 9th Floor 110 Avenida Morelos Mexico, D.F., Mexico

San Francisco	David Moilliet, Manager 1 Second Street Corner of Market San Francisco, California 94105
Seattle	Thomas L. Hill, Manager 304 Union Street Seattle, Washington 98101
Sydney	R.D. Palmer, Manager Fifth Floor 40 Martin Place Sydney, New South Wales Australia
Tokyo	Melville R. Scott, Manager Palace Building 10 1-Chome Marunouchi Chiyoda-Ku, Tokyo, Japan

Europe

General Manager	George W. Powell European General Manager MacDonald House, Room 326 1 Grosvenor Square London, W.1, England
Amsterdam	Peter J. Hann, Manager 67-71 Leidsestraat Amsterdam The Netherlands
Copenhagen	Wayne Mercer, Manager 14 Raadhuspladsen Copenhagen, Denmark
Frankfurt	Otto Tiessen, Manager Staatliches Kanadisches Freundenverkehrsamt 6 Frankfurt/Main Kaiserstrasse 59 West Germany

London	A.R. Peers, Manager 19 Cockspur Street London, S.W. 1, England
Paris	Pierre Turcotte, Manager 4 rue Scribe Paris 1X, France

Appendix "F"

Trade and Tariff Arrangements in force as of December 31, 1967

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Honduras, Guyana, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand and Britain and its dependent territories, except Hong Kong and the South Arabian Federation.

Canada also exchanges preferences with Ceylon, Cyprus, Gambia, Malawi, Malaysia, Malta and Singapore and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Sierra Leone, Tanzania, Uganda and Zambia. Many of these countries are also members of GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged and exchanges specified preferences with Western Samoa.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of GATT increased during 1967 to 75 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Tunisia, The United Arab Republic and Iceland are provisional members. The GATT is applied on a de facto basis to a number of newly independent states, Algeria, Botswana, Congo (Leopoldville), Lesotho, Maldive Islands, Mali, Singapore and Zambia, pending final decisions as to their future commercial policy. Cambodia participates in the work of GATT under a special arrangement.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in-Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding trade and tariff agreements and arrangements in force on December 31, 1967 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Tariff Treatment
Australia-----	Trade Agreement signed Feb. 12, 1960, in force June 30, 1960. GATT effective Jan. 1, 1948.	Agreement provides for bindings of rates of duty and margins of preference on specified products and exchange of preferential tariff rates on most other products.
Barbados-----	Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean)	Agreement provides for exchange of preferential tariff treatment.
Botswana-----	GATT effective Nov. 30, 1966.	
	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Botswana.
Britain-----	Trade Agreement signed Feb. 23, 1937; effective Sept. 1, 1937, modified by exchanges of letters Nov. 16, 1938, and Oct. 30, 1947. GATT effective Jan. 1, 1938.	Various concessions are granted by each country including exchange of preferential tariff treatment. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trusteeships.
Ceylon-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Commonwealth Caribbean Bahamas, Bermuda, British Honduras, Leeward Islands, Windward Islands.	-----Canada-British West Indies Trade Agreement signed July 6, 1925; in force April 30, 1927; Canadian notice of termination of Nov. 23, 1938, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Protocol signed July 8, 1966, provides inter alia for continuation of 1925 Agreement. Bermuda, British Honduras, the Leeward Islands, and the Windward Islands participate in GATT.	Agreement provides for exchange of preferential tariff treatment.
Cyprus-----	-----GATT effective Aug. 16, 1960.	Canada and Cyprus exchange British preferential tariff treatment.
Gambia-----	-----GATT effective Feb. 18, 1965.	Canada and Gambia exchange preferential tariff treatment.
Ghana-----	-----GATT effective Oct. 18, 1957.	Canada accords British preferential tariff treatment to Ghana (except on cocoa beans). Ghana extends most-favoured- nation treatment to Canada.
Guyana-----	-----Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective July 5, 1966.	Agreement provides for exchange of preferential tariff treatment.

Country	Agreement	Tariff Treatment
India-----	Since 1897, Canada has unilaterally accorded British preferential treatment without contractual obligation. GATT effective July 8, 1948.	Canada accords British preferential tariff treatment to India. India extends most-favoured-nation treatment to Canada.
Jamaica-----	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 6, 1962.	Agreement provides for exchange of preferential tariff treatment.
Kenya-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Dec. 12, 1963.	Canada accords British preferential tariff treatment to Kenya. Kenya extends most-favoured-nation treatment to Canada.
Lesotho-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Lesotho.
Malawi-----	Malawi and Canada observe the terms of the 1958 Trade Agreement between Canada and the former Federation of Rhodesia and Nyasaland. GATT effective July 6, 1964.	Canada exchanges preferential tariff treatment with Malawi.

Country	Agreement	Tariff Treatment
Malaysia-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.	Canada and Malaysia exchange British preferential tariff treatment.
Maldiv Islands-----	GATT de facto application.	Canada accords British preferential tariff treatment to the Maldiv Islands.
Malta-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1964.	Canada exchanges British preferential tariff treatment with Malta.
New Zealand-----	Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	Agreement provides for bindings of rates of duty on specified products and the exchange of preferential tariff rates on all other products.
Nigeria-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Nigeria extends most-favoured-nation treatment to Canada.
Pakistan-----	Canada unilaterally accords British preferential tariff treatment without contractual obligation. GATT effective July 30, 1948.	Canada accords British preferential tariff treatment to Pakistan. Pakistan accords most-favoured-nation tariff treatment to Canada.

Country	Agreement	Tariff Treatment
Rhodesia-----	Canada does not recognize the present Government of Rhodesia.	Effective Nov. 11, 1965, Canada withdrew preferential treatment from Rhodesian goods, making them liable to the general tariff. Effective Dec. 31, 1965, Rhodesia withdrew preferential treatment from Canadian goods so that they are subject to the most-favoured-nation tariff.
Sierra Leone-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective April 27, 1961.	Canada accords British tariff preferential tariff treatment to Sierra Leone. Sierra Leone extends most-favoured-nation tariff treatment to Canada.
Singapore-----	GATT de facto application.	Canada and Singapore exchange preferential tariff treatment.
Tanzania-----	GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic, April 23, 1964.	Canada accords British preferential tariff treatment to Tanzania. Tanzania extends most-favoured-nation treatment to Canada.
Trinidad and Tobago-----	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 31, 1962.	Agreement provides for exchange of preferential tariff treatment.

Country	Agreement	Tariff Treatment
Uganda-----	-----GATT effective Oct. 9, 1962.	Canada accords British preferential tariff treatment to Uganda. Uganda extends most-favoured-nation tariff treatment to Canada.
Zambia-----	-----GATT de facto application.	Canada accords preferential tariff treatment to Zambia. Zambia extends most-favoured-nation treatment to Canada.
2. Arrangements with Non-Commonwealth Countries		
Algeria-----	-----Franco-Canadian Trade Agreement of 1933 applied to Algeria. Algeria maintains a de facto application of GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured-nation treatment.
Argentina-----	-----Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. GATT effective October 11, 1967.	Exchange of most-favoured-nation treatment.
Austria-----	-----GATT effective Oct. 19, 1951.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Belgium--Luxembourg	-----Convention of Commerce with the Belgium-Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Benelux (Belgium-- Netherlands-- Luxembourg Customs Union)	-----See Belgium--Luxembourg and Netherlands.	
Bolivia	-----Order-in-Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce of Aug. 1, 1911.	Exchange of most-favoured nation treatment. May be terminated on one year's notice.
Brazil	-----Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitively on April 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured-nation treatment.
Bulgaria	-----Trade Agreement signed Oct. 8, 1963 renewed for further 3 years from Oct. 8, 1966.	Exchange of most-favoured-nation treatment and undertaking by Bulgaria to purchase a minimum of 200,000 metric tons of wheat or equivalent in flour during the three years' validity of the Agreement.
Burma	-----GATT effective July 29, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Burundi-----	Burundi maintains a de facto application of GATT, effective Nov. 25, 1965.	Canada and Burundi exchange most-favoured-nation treatment.
Cambodia-----	Franco-Canadian Trade Agreement of 1933 applied to Cambodia. Although not yet a full member, Cambodia takes part in the work of GATT under a special arrangement.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Cameroun-----	Franco-Canadian Trade Agreement of 1933 applied to Cameroun. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Central African Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured-nation treatment.
Chad-----	Franco-Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured-nation treatment.
Chile-----	Trade Agreement signed Sept. 10, 1941; in force provisionally Oct. 15, 1941; and definitively on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
China-----	Modus vivendi signed Sept. 26, 1946, covers the territory of China and Taiwan.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia-----	Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)-----	Franco-Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Leopoldville)-----	Belgo-Canadian Convention of Commerce of 1924 applied to the Congo (Leopoldville) which maintains a de facto application of GATT.	Since the Congo's independence in 1960, Canada has continued to grant most-favoured-nation treatment.
Costa Rica-----	Modus vivendi signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Cuba-----	GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Czechoslovakia-----	Convention of Commerce signed Mar. 15, 1928; in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured-nation treatment.
Dahomey-----	Franco-Canadian Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960.	Exchange of most-favoured-nation treatment.
Denmark (including Greenland)---	Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment. Declaration of May 9, 1912, provides means for separate termination by Dominions on one year's notice.
Dominican Republic-----	Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured-nation treatment including scheduled concessions.
Ecuador-----	Modus vivendi signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Egypt-----	(See United Arab Republic)	
El Salvador-----	Exchange of notes of Nov. 2, 1937 in force Nov. 17, 1937.	Exchange of most-favoured-nation treatment. May be terminated on four months' notice.

Country	Agreement	Tariff Treatment
Ethiopia-----	Exchange of notes effective June 3, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Finland-----	Exchange of notes of Nov. 13-17, 1948 effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
France and French overseas territories-----	Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment including scheduled concessions. May be terminated on three months' notice.
Gabon-----	Franco-Canadian Trade Agreement of 1933 applied to Gabon. GATT effective Aug. 17, 1960	Exchange of most-favoured-nation treatment.
Germany, Federal Republic of-----	GATT effective Oct. 1, 1951.	Exchange of most-favoured-nation treatment.
Greece-----	Modus vivendi by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Greenland-----	See Denmark	

Country	Agreement	Tariff Treatment
Guatemala-----	Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Guinea-----	Franco-Canadian Trade Agreement of 1933 applied to Guinea.	Since creation of Guinea as independent state in 1958. Canada has continued to grant most-favoured-nation treatment.
Haiti-----	Trade Agreement signed Apr. 23, 1937; in force Jan. 10, 1939. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Honduras-----	Exchange of notes signed July 11, 1956 effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary-----	Trade Agreement, June 11, 1964, expired June 10, 1967. Canada continues to extend m.f.n. treatment during the interim period.	Exchange of most-favoured-nation treatment and minimum purchase undertakings by Hungary.
Iceland-----	Although there is no contractual obligation, Canada and Iceland adhere to the terms of a treaty originally concluded between Denmark and Britain on Feb. 13, 1960. Iceland has acceded to GATT provisionally.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Indonesia-----	-----GATT effective Mar. 1, 1948	Exchange of most-favoured-nation treatment.
Iran-----	-----Special arrangement by Order-in-Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956	Canada grants most-favoured-nation tariff rates as long as Iran accords rediprocal treatment.
Iraq-----	-----Special arrangement by Order-in-Council effective Sept. 15, 1951	Exchange of most-favoured-nation tariff treatment.
Ireland-----	-----Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933; modified by exchange of letters Dec. 21, 1967; GATT effective Dec. 22, 1967.	Agreement provides for bindings to Canada of rates of duty on specified products, and for exchange of preferential tariff treatment.
Israel-----	-----GATT effective July 5, 1962.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Italy-----	-----Modus vivendi by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Ivory Coast-----	-----Franco-Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.	Exchange of most-favoured-nation treatment.
Japan-----	-----Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept. 10, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.

Country	Agreement	Tariff Treatment
Korea, Republic of-----	Trade Agreement signed Dec. 20, 1966. Korea became a full member of GATT, April 14, 1967.	Canada and Korea exchange most-favoured-nation treatment.
Kuwait-----	GATT effective June 18, 1961.	Since independence of Kuwait in June 1961, Canada has continued to accord most-favoured-nation treatment.
Laos-----	Franco-Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Lebanon-----	Special arrangement, by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia-----	Special arrangement, by Order-in-Council effective Mar. 1, 1955.	Canada accords most-favoured-nation treatment.
Liechtenstein-----	See Switzerland	
Luxembourg-----	See Belgium-Luxembourg	
Malagasy Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Mali, Federation of-----	-----Franco-Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a de facto application of GATT.	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Mauritania-----	-----Franco-Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico-----	-----Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratification exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco-----	-----Various agreements relating to former French, Spanish, and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands-----	-----Convention of Commerce of July 11, 1924. Suspended during war, reinstated by exchange of notes Feb. 1 and 5, 1946. Includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.

Country	Agreement	Tariff Treatment
Nicaragua-----	Trade Agreement signed Dec. 19, 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Niger-----	Franco-Canadian Trade Agreement of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured-nation treatment.
Norway-----	Convention of Commerce and Navigation with United Kingdom of March 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured-nation treatment. Convention of May 16, 1913, provides means of separate termination by Dominions on one year's notice.
Panama-----	Order in Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured-nation treatment.
Paraguay-----	Exchange of notes on May 21, 1940 in force June 21, 1940.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Peru-----	GATT effective Oct. 8, 1951.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Philippines-----	No agreement.	Canada and Philippines continue to exchange most-favoured-nation treatment (excluding preferences accorded by the Philippines to the United States) without contractual obligation.
Poland-----	Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936.	Exchange of most-favoured-nation treatment including scheduled reductions. May be terminated on three months' notice.
Portugal, Portuguese adjacent islands and Portuguese overseas provinces-----	Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment. Remains in effect for two years from ratification and thereafter unless terminated on three months' notice.
Rwandi-----	GATT effective Jan. 1, 1966.	Canada grants most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Switzerland-----	United-Kingdom-Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1885, applies to Canada. By exchange of notes, Liechtenstein included under terms of this agreement effective July 14, 1947. GATT effective Aug. 1, 1966.	Exchange of most-favoured-nation treatment. Convention of Mar. 30, 1914, provides for separate termination by Dominions on one Year's notice.
Syrian Arab Republic-----	Special Arrangement by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Syria accords reciprocal treatment.
Togo-----	Franco-Canadian Trade Agreement of 1933 applied to Togo. GATT effective March 20, 1964.	Exchange of most-favoured-nation treatment.
Tunisia-----	Franco-Canadian Trade Agreement of 1933 applies to Tunisia. Tunisia has acceded to GATT provisionally.	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Turkey-----	Exchange of notes signed March 1, 1948; in effect March 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.

Country	Agreement	Tariff Treatment
Senegal-----	Franco-Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.
South Africa-----	Trade Agreement signed Aug. 20, 1932; in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935, effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on scheduled items. Exchange of most-favoured-nation treatment.
Spain and Spanish possessions----	Since Aug. 1, 1928, Canada adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 25, 1954; provisionally in effect July 1, 1954, definitively in force on ratification, June 30, 1955. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice. Supplements and amends United-Kingdom-Spain Treaty of Commerce. Remains in effect for three years from ratification, and thereafter unless terminated on three months' notice.
Sweden-----	United Kingdom-Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment. Declaration of Nov. 27, 1911, provides means for separate termination by Dominions on one year's notice.

Country	Agreement	Tariff Treatment
U.S.S.R.-----	Trade Agreement signed Feb. 29, 1956, renewed for another three years April 18, 1960 and again for the same period on Sept. 16, 1963 by a protocol which provisionally entered into force on the same date (the extension to be valid from April 18, 1963). A protocol extending the Canada-U.S.S.R. Trade Agreement for a further period of three years until April 17, 1969 was signed on June 20, 1966, in Moscow.	Exchange of most-favoured-nation treatment. On the day of the Trade Agreement's extension, July 20, 1966 a contract was signed committing the U.S.S.R. to buy 9 million long tons of Canadian wheat and flour in the three succeeding years.
United Arab Republic (Egypt)-----	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
United States-----	Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT. GATT effective Jan. 1, 1948.	Most-favoured-nation treatment exchanged.
Upper Volta-----	Franco-Canadian Trade Agreement of 1933 applied to Upper Volta. GATT effective Aug. 5, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Uruguay-----	Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional Protocol signed Oct. 19, 1953. GATT effective Dec. 16, 1953.	Most-favoured-nation treatment.
Venezuela-----	Modus vivendi signed and brought into force Oct. 11, 1950.	Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.
Vietnam-----	Franco-Canadian Trade Agreement of 1933 applied to Vietnam.	Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.
Western Samoa-----	Relations continue to be governed by Trade Agreement of 1932 with New Zealand.	The parties exchange specified preferences on scheduled goods and reciprocally exchange British preferential tariff rates on items not scheduled.
Yugoslavia-----	Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom-Serb-Croat-Slovene Treaty of Commerce and Navigation of May 12, 1937; in force Aug. 9, 1928. GATT effective Aug. 25, 1966.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.

Appendix "G"

International Meetings at which the Department was represented in 1967

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
GATT Tariff Negotiations (Kennedy Round)	January to June	Geneva
GATT Committee on Trade and Development	January	Punta del Esta
International Sugar Council	January, March, November	London
International Tin Council	January, May/June October, November	London and Tokyo
Canada Commonwealth Trade and Economic Committee	January/February	St. Lucia
ECE Symposium on Forest Industry Integration	February	Hamburg
OECD Trade Committee	February	Paris
European Softwood Conference	February and October	Helsinki and Madrid
UNCTAD Committee on Shipping	February/March	Geneva and Amsterdam
UCLA Conference on Nuclear Energy in Latin American Development	March	Los Angeles
UNCTAD Preparatory Committee on Sugar	March	Geneva
UNCTAD Sugar Consultations	March/June/October	Geneva
International Wheat Council	April, June, July, August, November	London and Rome
Negotiations for Renewal of the Canada-Bulgaria Trade Agreement	April	Ottawa

Canada-U.K. Ministerial Committee on Trade and Economic Affairs	April	London
International Lead and Zinc Study Group	April, October	New York and Geneva
WHO/FAO Codex Alimentarius	April	Lugano
UNCTAD Committee on Commodities	May	Geneva
U.N. Seminar on Movement of Freight	May	London
Conference of International Cargo Handling Co-ordination Association	May	Antwerp
Negotiations for Renewal of the Canada-Hungary Trade Agreement	May-June	Budapest
ECLA--12th Session	May	Caracas
Meeting of Senior Commonwealth Officials on Aid and Development	May-June	Nairobi
International Rubber Study Group	May, October, December	The Hague, Sao Paulo and London
International Coffee Council	May/June/August/ September/November/ December	London
OECD Pulp and Paper Committee	June and November	Paris
International Great Lakes Commission	June	Wisconsin
International Standards Organization--Lumber Standards	June	Moscow
International Cotton Advisory Committee	June November/December	Amsterdam Washington

WHO/FAO Food Labelling Committee	June	Ottawa
Canada-U.S. Joint Committee on Trade and Economic Affairs	June	Montreal
GATT Advisory Group on the International Trade Centre	June	Geneva
International Dairy Commission	July and October	London
International Grains Conference	July/August	Rome
UNCTAD Permanent Group on Synthetics and Substitutes	August	Geneva
UNCTAD--Fifth Trade and Development Board	August-September	Geneva
OECD Trade Committee Working Party on East-West Trade	September	Paris
International Wheat Council	September	London
OECD Export Credits Group	September	Paris
OECD Trade Committee Working Party on Trade Promotion	September	Paris
Cocoa Consultations and U.N. Cocoa Conference	September/October/ November/December	Geneva
FAO Study Group on Oilseeds, Oils and Fats	September	Rome
First International Meeting -- Transportation Research Forum	September	Montreal
FAO Study Group on Hard Fibres	September	Rome
Commonwealth Finance Ministers Conference	September	Port of Spain
Economic Commission for Europe Timber Committee	October	Geneva

International Air Transport Association Conference	October	Lucerne
FAO Intergovernmental Ad hoc Committee on Food Production Resources in Agricultural Development	October	Rome
FAO 41st Session of the Committee on Commodity Problems	October	Rome
FAO 49th Session of the FAO Council	October	Rome
Codex Alimentarius Fisheries Group	October	Bergen
OECD Trade Committee	October	Paris
GATT Committee on Trade and Development	October	Geneva
International Council for the Exploration of the Sea	October	Hamburg
GATT-24th Session of the Contracting Parties	November	Geneva
Fourth Canada-Japan Technical Conference on Atomic Energy	November	Tokyo
OECD Maritime Transport Committee	November	Paris
Joint Meeting of American Nuclear Society and Atomic Industrial Forum	November	Chicago
FAO 14th Session of the FAO Conference	November	Rome
UNESCO Meeting of Governmental Experts to Review the Application of the Agreement on the Importation of Educational, Scientific and Cultural Materials	November	Geneva

OECD Ministerial Council	November-December	Paris
UNIDO--International Symposium on Industrial Development	November-December	Athens
ECE Committee on the Development of Trade	November-December	Geneva
UNCTAD Special Group on Shipping	December	Paris
UNCTAD Exploratory Meeting on Rubber	December	Geneva

Appendix "H"

Trade and Industry Association Meetings in which the Department participated

AGRICULTURE

Grocery Products Manufacturers Association	January	Toronto
Canadian Milk Powder Manufacturers Association	January	Ottawa
Ontario Milk Marketing Board	January	Toronto
Meat Packers Council of Canada	February	Toronto
Holstein-Friesian Association of Canada	February	Toronto
Ayrshire Breeders Association of Canada	February	Montreal
Canadian Jersey Cattle Club	February	London, Ont.
Canadian Guernsey Breeders Association	February	Toronto
Canadian National Livestock Records	March	Toronto
Eastern Ontario Association of Milk Sanitarians	April	Winchester, Ont.
Fur Trade Association of Canada	May	Montreal
Poultry Industry Conference	June	London, Ont.
Poultry and Egg Further Processing Conference	June	Toronto
Canadian Institute of Food Technology Conference	June	Montreal
Canadian Feed Manufacturers' Association	June	Murray Bay, Quebec.
Canadian Seed Growers' Association	June	Quebec City
Canadian Seed Trade Association	July	Edmonton
Canadian Fur Council	July	Ottawa
Ontario Flue-cured Tobacco Growers Marketing Board	July	Tillsonburg
Tea and Coffee Association of Canada	August	Toronto
Tea and Coffee Association of Canada	September	Quebec City
Canada Dairy Council	September	Quebec City
National Dairy Council of Canada	September	Ottawa
Canada Mink Breeders' Association	September	Quebec City
Canadian Produce Council	October	Ottawa
Ontario Frozen Food Council	October	Toronto
Canadian National Millers' Association	October	Montebello
1st Congress of Inter-American Association of Livestock Breeders	November	Mexico City
Canadian Seed Trade Association	November	Toronto
Ontario Cheesemakers' Association	November	Belleville

Ontario Food Processors' Association	November	Toronto
Alberta Beekeepers' Association	November	Calgary
Ontario Beekeepers' Association	December	Toronto
Canadian Beekeepers' Council	December	Toronto
Ontario Honey Producers' Co-operative	December	Toronto

Fisheries

Ontario Council of Commercial Fishermen	January	Toronto
New England Fisheries Reception	January	Boston, Massachusetts
Federal-Provincial Prairie Fisheries Committee	February	Ottawa
Federal-Provincial Prairie Fisheries Committee	March	Winnipeg
Annual Meeting of the Newfoundland Federation of Fishermen	April	St. John's
Development of the Canadian Atlantic Marine Plant Industry	April	Halifax
Symposium on Quality Control of Freshwater Fish	May	Prince Albert
Annual Meeting of Canadian Atlantic Salt Fish Exporters Association	May	Halifax
Fisheries Council of Canada - Annual Convention	May	Montreal
Prince Edward Island Seminar on Food Products	May	Charlottetown
International Great Lakes Fisheries Commission	June	Madison, Wisconsin
Federal-Provincial Atlantic Fisheries Committee	October	Ottawa
New England Fisheries Exposition	October	Boston, Massachusetts
Conference on Fish Protein Concentrate	October	Ottawa
Annual Meeting of the New Brunswick Fish Packers Association	November	Moncton
Annual Meeting of the Prince Edward Island Fisheries Federation	November	Charlottetown

METALS AND MINERALS

Ontario Association of Architects	February	Toronto
Canadian Institute of Mining and Metallurgy	March	Ottawa
National Association of Secondary Material Industries	April	Miami, Florida
Lead Industries Association and Zinc Institute, Combined Annual Meeting	April	Chicago, Illinois
International Lead Zinc Research Organization	April	Montreal
American Institute of Architects	May	New York, N.Y.
Canadian Nuclear Association	May	Montreal
Canadian Secondary Materials Association, Annual Meeting	June	Montreal
Magnesium Association	June	Montebello
American Iron Ore Association	June	Montebello
American Mining Congress	September	Denver, Colorado
American Society for Metals	October	Cleveland, Ohio
Canadian Exporters Association	October	Montebello

CHEMICALS

International Institute of Synthetic Rubber Producers	April	Montreal
Canadian Chemical Producers Association	May	Montreal
Chemical Specialties Manufacturers Association	May	Chicago
Chemical Institute of Canada Conference	June	Toronto
Canadian Fertilizer Association	August	Murray Bay, Quebec.
Proprietary Association of Canada	October	St. Adele, Quebec.
Canadian Manufacturers of Chemical Specialties Association	October	Montreal
Canadian Export Association	October	Montebello
Canadian Chemical Producers Association	November	Ottawa
Chemical Specialties Manufacturers Association	December	New York

FOREST PRODUCTS

Canadian Furniture Mart	January	Toronto
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Canadian Pulp & Paper Association, Technical Section	January	Montreal
Canadian Home Manufacturers Association	February	Toronto
Canadian Lumbermen's Association	February	Montreal
Poplar Symposium	February	Harrison, B.C.
Canadian Pulp & Paper Association, Woodlands Section	March	Montreal
Poplar Symposium	March	Nova Scotia
British Columbia Lumber Manufacturers Association	March	Vancouver
Christmas Tree Growers Association of Ontario Annual Meeting	April	Toronto
Quebec Lumber Manufacturers Association	May	Quebec City
Maritime Lumber Bureau	May	Amherst, N.S.
National American Wholesale Lumber Association	June	Banff
Canadian Standards Association, Canadian Lumber Standards Meeting	June	Edmonton
International Woodworking Machinery & Supply Show	June	Toronto
Annual Wooden Pallet & Container Manufacturing and Sales Promotion Clinic	June	Montreal
Canadian Wooden Pallet Manufacturers Association, Executive Meeting	July	Gravenhurst, Ontario.
Transportation Research Forum	September	Montreal
Dominion-Provincial Conference on Forestry & Forest Products Statistics	October	Ottawa
Canadian Institute of Forestry	October	Ottawa
Canadian Wood Council Annual Meeting	October	Montreal

ELECTRICAL AND ELECTRONIC

Electronic Industries Association	June	L'Esterel, Quebec.
Canadian Electrical Association	June	Murray Bay, Quebec.
Institute of Electrical and Electronic Engineers (IEEE) - International Electronics Conference	September	Toronto
Canadian Electrical Manufacturers' Association Export Council Meeting	March	Toronto
Canadian National Committee/International Electrotechnical Commission (CNC/IEC) - 7th Annual Meeting	November	Toronto
Canadian Electrical Code - Part 1 - Bi-annual Meeting	June	Montreal

Canadian Export Association - Annual Meeting	October	Montebello
Electronic Industries Association	September	Toronto
Electronic Manufacturers' Association of British Columbia	June	Vancouver
Canadian Electrical Manufacturers' Annual Meeting	October	Toronto

CONSUMER GOODS

National Warm Air Heating and Air-Conditioning Association of Canada	January	Toronto
Canadian Sporting Goods Annual Convention and Show	February	Montreal
Canadian Appliance Manufacturers' Association	May, June	Toronto
Canadian Textiles Institute Annual Conference	June	St. Adèle
Children's Apparel Manufacturers' Association Annual Conference	June	Bolton Landing, New York.
Tanner's Association Annual Meeting	August	Montreal
Canadian Educational Equipment Manufacturers' Association	June, July, August, October	Toronto

GENERAL

Canadian Nuclear Association - International Affairs Committee Meeting	Monthly	Toronto
Canadian Pulp and Paper Association (Technical Section) - Nuclear Fuel Processing	February	Toronto
Joint American Nuclear Society and Canadian Nuclear Association Conference - Nuclear Fuel Processing	February	Toronto
Automotive Parts Manufacturers' Association - In conjunction with Ontario Government	March	Toronto
Canadian Institute of Mining and Metallurgy - Annual Meeting	April	Ottawa
National Congress of Engineers - International Trade Centre	May	Montreal
Canadian Nuclear Association - Annual Meeting	June	Montreal
Canadian Dairy and Food Industry Supply Association - Annual Meeting	June	Montebello
Air Industries Association - Semi-Annual Meeting	September	Murray Bay

Appendix "I"

Projects of the Canadian Government Exhibition Commission 1967

Part I - Projects Abroad Sponsored by the Department of Trade and Commerce

United States Regional Lumber Shows

One new 8' by 10' portable lumber display was produced and along with two existing displays were shown at the following:

- (a) Northeastern Retail Lumbermen's Association Convention, New York, N.Y. - Jan. 20-22
- (b) Northwestern Lumbermen's Association, Minneapolis, Minn. - Jan. 25-26
- (c) Carolina Lumber and Building Material Dealers Association Convention, Charlotte, N.C. - Feb. 7-9
- (d) Annual Convention and Building Industry Trade Show, Columbus, Ohio - Feb. 14-16
- (e) Mid-America Building Products/Hardware/Housewares Exposition, Kansas City, Mo. - Feb. 16-18
- (f) Nebraska Lumber Merchants Association Convention, Omaha, Neb. - March 1-2.
- (g) Lumbermen's Association of Texas Annual Convention, Houston, Tex. - April 7-9
- (h) Florida Lumber and Building Material Dealers Association 47th Annual Convention, Orlando, Fla. - April 26-29
- (I) Oklahoma Lumbermen's Merchandising Mart Convention, Oklahoma, Okla. - Oct. 21-22

S.A.E. Automotive Engineering Exhibition Detroit, Michigan

January 9-13

Firms Participating: N/A

Attendance: 25,900

Products: An Institutional display representing the Canadian automotive parts industry, which embraces over 400 companies

Space: 2,000 sq. ft.

National Boat Show New York City, New York

January 11-22

Firms Participating: 16

Attendance: 393,000

Products: Pleasure boats and watersports and marine equipment

Space: 5,016 sq. ft.

International Hardware Trades Fair
London, England

January 30-February 3

Firms Participating: 9 in individual booths
51 in model self-service hardware store. Attendance: 31,000

Products: Hardwares Space: 2,803 sq. ft.

National Sporting Goods Association Convention
(N.S.G.A.)

Chicago, Illinois

February 5-9

Firms Participating: 19 Attendance: 18,795

Products: Sports equipment and sportswear Space: 3,000 sq. ft.

Paris Agricultural Fair
Paris, France

March 4-12

Firms Participating: N/A Attendance: 735,000

Products: Holstein-Friesian cattle Space: 1,000 sq. ft.

Boston Gift Show

Boston, Massachusetts

March 5-9

Firms Participating: 15 Attendance: 6,000

Products: Handicrafts and giftware Space: 2,147 sq. ft.

Daily Mail Ideal Home Exhibition
London, England

March 7-April 1

Firms Participating: 14 Attendance: 927,648

Products: Consumer food products and wine Space: 4,698 sq. ft.

Netherlands Industries Fair
Utrecht, Netherlands

March 6-14

Firms Participating: N/A

Products: Institutional exhibit on building techniques and the uses of Canadian lumber in home building. Attendance: 150,000
Space: 4,500 sq. ft.

Institute of Electrical and Electronic
Engineers Conference and Exhibition (I.E.E.E.)
New York City, New York

March 20-23

Firms Participating: 14 Attendance: 58,035

Products: Electronic systems and components and supplies Space: 2,000 sq. ft.

Timber Frame Housing Exhibit
Paris, France

April 3-14

Firms Participating: N/A Attendance: 750 (by invitation)
Products: Technical information exhibit on timber frame construction Space: 1,100 sq. ft.

Sporting Goods and Toys Mission
Australia

April 4-13

Firms Participating: 14

Products: Sporting goods and toys shown
in sample rooms in Sydney and
Melbourne.

Attendance: (by
invitation)

International Fair for the Child
Cologne, West Germany

April 14-16

Firms Participating: 16

Products: Children's clothing

Attendance: 9,460

Space: 1,350 sq. ft.

International Fair of Milan
Milan, Italy

April 14-25

A trade information office

Attendance: 3,500,000

Space: 400 sq. ft.

American Society of Tool and Manufacturing
Engineers

Chicago, Illinois

April 24-28

Firms Participating: 9

Products: Machine tools, production machinery

Attendance: 43,278

Space: 3,000 sq. ft.

International Fur Fair
Frankfurt, West Germany

April 26-30

Firms Participating: N/A

Products: Institutional display of
Canadian furs

Attendance: 20,000

Space: 1,225 sq. ft.

London International Engineering Exhibition
London, England

April 25-May 4

Firms Participating: 9

Products: Engineering and plant equipment.

Attendance: 138,876

Space: 4,032 sq. ft.

German Industries Fair
Hanover, West Germany

April 29-May 7

A trade information office

Attendance: 1,500,000

Space: 550 sq. ft.

American Institute of Architects
New York City, New York

May 14-19

Firms Participating: 14

Products: Building materials - aluminum,
stone, tile, marble, brick, etc.

Attendance: 5,000

Space: 1,000 sq. ft.

Paris Air Show, Paris, France May 26-June 4 Firms Participating: 20 Products: aircraft and aircraft parts and accessories and airport equipment	Attendance: 1,200,000 Space: 5,740 sq. ft. (indoors) plus airport space for aircraft.
International Samples Fair Barcelona, Spain June 1-15 Firms Participating: 11 Products: Engineering and industrial equipment	Attendance: 1,700,000 Space: 5,737 sq. ft.
Supermarket Institute Show, Cleveland, Ohio June 4-7 Firms Participating: 15 Products: Consumer food products	Attendance: 9,075 Space: 2,000 sq. ft.
International Fair of Accessories and Materials for Furniture and Light Construction (INTERZUM) Cologne, West Germany June 22-25 Firms Participating: 16 (plus 3 lumber associations) Products: Building materials and accessories	Attendance: 25,000 Space: 1,451 sq. ft.
New York Gift Show New York City, New York August 13-18 Firms Participating: 21 Products: Handicrafts and giftware	Attendance: 21,000 Space: 4,500 sq. ft.
Ideal Home Exhibition Belfast, Ireland August 30-September 16 Firms Participating: 5 Products: Consumer food products. An in-store promotion was coupled with this event	Attendance: 240,000 Space: 720 sq. ft.
International Autumn Fair Zagreb, Yugoslavia September 7-17 Firms Participating: N/A Products: Metals and minerals and related manufactured products. Thirty- nine firms contributed samples	Attendance: 200,000 Space: 3,700 sq. ft.

Brno International Trade Fair
Brno, Czechoslovakia

September 8-19

Attendance:

Firms Participating: 7 in Trades Classifications

Products: A trade information office in the Space: 1,145 sq. ft. in
Hall of Nations. Electronic and of Nations.
engineering equipment 1,160 sq. ft. in
Trades
Classifications.

International Dairy Cattle Fair
Cremona, Italy

September 16-17

Attendance: 40,000

Firms Participating: N/A

Products: Holstein-Friesian cattle

Space: Stand - 645 sq. ft.
Stalls - 100 ft.

Bari International Trade Fair
Bari, Italy

September 7-20

Attendance: 2,650,000

A trade information office

Space: 190 sq. ft.

National Stationery and Office Equipment
Association Convention and Exhibition
Chicago, Illinois

September 20-23

Attendance: 11,823

Firms Participating: 5

Products: Office furniture and equipment

Space: 1,000 sq. ft.

International Exhibition of Fine Foods
and Provisions (ANUGA)

Cologne, West Germany

September 30-October 8

Attendance: 251,850

Firms Participating: 10

Products: Consumer food products and spirits Space: 2,135 sq. ft.

Electronics Show (ELECTRA)

Johannesburg, South Africa

October 16-21

Attendance: 6,935

Firms Participating: 6

Products: Electrical and electronic equipment Space: 1,164 sq. ft.

International Hotel Equipment Show
Paris, France

October 12-23

Attendance: 81,341

Firms Participating: 7

Products: Food handling equipment and
consumer food products.

Space: 1,390 sq. ft.

National Metal Exposition and Congress
Cleveland, Ohio

October 16-19

Firms Participating: 10

Products: Metals and metal processing
equipment

Attendance: 20,000

Space: 3,000 sq. ft.

International Trade Fair of Sports Goods,
Camping Equipment and Garden Furniture (SPOGA)
Cologne, West Germany

October 22-24

Firms Participating: 14

Products: Sports equipment, sportswear
and camping equipment

Attendance: 14,140

Space: 4,315 sq. ft.

Pacific International Trade Fair
Lima, Peru

October 26-November 12

Firms Participating: 45

Products: Broad range of household and
consumer goods, electronic,
communications and industrial
equipment

Attendance: 480,648

Space: Total ground
22,000 sq. ft.
Indoors - new
main pavilion
13,100 sq. ft.
New information
Pavilion - 1,250
sq. ft.

International Building Exhibition
London, England

November 15-29

Firms Participating: N/A

Products: Institutional exhibit on the
use of Canadian timber in timber
frame construction

Attendance: 250,000

Space: 1,752 sq. ft.

International Building Components Show
(BATIMAT)

Paris, France

November 23-December 3

Firms Participating: N/A

Products: An institutional exhibit on
building woods and related
building products. Thirty-
seven companies contributed
products

Attendance: 207,134

Space: 2,558 sq. ft.

National Association of Home Builders Convention (NAHB)
Chicago, Illinois Attendance: 34,076
December 3-7
An institutional exhibit on lumber Space: 2,255 sq. ft.

Japan Nuclear Relations Centre
Tokai Mura, Japan
Firms Participating: N/A
Products: Nuclear power station model

Building Centres
London, Bristol, Glasgow, Manchester, Dublin
Firms Participating: N/A
Products: Permanent institutional exhibits on building woods

Canadian Government Travel Bureau

A total of 161 window displays on 33 subjects were constructed and shown in various Travel Bureau offices around the world. In addition, displays were prepared and shown at 19 sports shows and conferences in the United States and elsewhere. Suitable portable material, particularly related to Centennial/Expo promotion, was provided to all offices for ad hoc uses in travel agencies, conferences, etc.

Six new offices were designed, constructed, furnished and decorated and four existing offices were renovated.

Part II -- Projects for other Departments of the Federal
Government and Crown Corporations

Department of External Affairs

Portable Information Exhibits

- (a) Existing exhibits were used in Europe, Latin America, United States, Asia and Africa on 92 occasions.
- (b) A new portable cultural/information exhibit, Réalités Canadiennes, was shown in France at the Bordeaux International Trade Fair in June and at Quinzaine Canadiennes in Annecy in September.
- (c) Major presentations of stock display material were made in over 20 centres, notably at 'Canada Weeks' in Stockholm, Copenhagen, Zwiebrucken and other venues in Scandinavia, Germany, Mexico, Austria, Israel and the West Indies.
- (d) Ad hoc presentations of stock display material were arranged in Britain by the London Branch and in France by the Attaché (Exhibitions), Paris.

Canadian Court, Commonwealth Institute
London, England.

Permanent Exhibit was maintained and revised for Centennial Year.
A completely new exhibit has been designed for installation in 1968.

Poznan International Fair

Poznan, Poland

June 11-25

The exhibit centered on water, covering Attendance: 500,000
transportation, industrial uses, research Space: 3,500 sq. ft.
and recreation.

Malta Trade Fair

Naxxar, Malta

July 1-15

A portable trade information exhibit.

International Bureau of Education

Geneva, Switzerland.

A new exhibit on modern trends in education and Canadian aid
toward education abroad.

Frankfurt Book Fair

Frankfurt, West Germany

October 12-17

A display of Canadian books by English and French-Canadian
publishers and the Queen's Printer.

Department of Manpower and Immigration

Graz Trade Fair
Graz, Austria.

October 1-9

An existing information exhibit to attract professional and skilled workers to Canada.

Copenhagen Trade Fair
Copenhagen, Denmark.

October 21-30

An existing information exhibit to attract professional and skilled workers to Canada.

Joint participation with Canadian Government Travel Bureau in Sports and Vacation Shows and State Fairs in the United States.

Department of Energy, Mines and Resources

American Congress of Surveying and Mapping
Washington, D.C.

March 5-10

A technical information exhibit explained Canada's contributions towards advances in surveying during the past 100 years.

Water for Peace Conference
Washington, D.C.

May 22-27

A technical information exhibit on the theme "Water for Life". It explained Canada's water resources, problems, research and uses.

Geological Society of America
New Orleans, Louisiana.

November 20-22

A technical information exhibit on gravity and aeromagnetic and geophysical surveys.

Secretary of State Department -- Centennial Commission

Alaska '67 Centennial Exposition
Fairbanks, Alaska.

May 27-September 10 (closed August 13 owing to flood)

An information exhibit on the development of the Canadian north and highlighting Canadian Centennial activities.

Appendix "J"

Canadian Trade Missions 1967

OUTGOING

- Pulp and Paper Mission to Latin America - February 11 to March 10. - 8 members.

This mission gave Canadian companies an opportunity to evaluate competitive conditions in Argentina in a depth previously unexplored and to investigate joint-venture projects in this area.

- Frozen Fish Mission to Eastern Europe - February 17 to March 7.
- 4 members.

This mission investigated possible long-term markets and promoted the sale of some species of Canadian frozen fish.

- Honey Mission to Britain and Ireland - March 11 to March 22.
- 3 members.

The mission explored methods of market development to capitalize on Canada's initial success in opening up a new market in Britain for pre-packaged branded Canadian honey.

- Seeds Mission to Japan - March 28 to April 16.
- 7 members.

This mission was asked to determine requirements and preferences in Japan for specific varieties of seeds, assess the competition from other exporting countries and study the production, purchasing and handling methods practiced in Japan.

- Sporting goods and Toys Mission to Australia - March 29 to April 14.

- 15 members.

The mission was a travelling sample display with exhibits shown in Melbourne and Sydney, Australia.

Its purpose was to exploit the market opportunities existing in Australia.

- Technical Vocational Equipment Mission to Europe - March 31 to April 7.

- 4 members.

This mission, recommended by an earlier similar mission, investigated through visits to Unesco in Paris and the ILO in Geneva, the means by which Canadian participation in UNDP tenders for vocational equipment could be increased.

- Airport Equipment Mission to Brazil - July 8 to July 21.

- 5 members.

This mission was arranged to acquaint Brazilian authorities with Canadian capabilities in the airport field and to describe the technical aspects of airport development. The mission also explored possible agency arrangements and studied the potential plans for development of airport systems which could assist in the further development of the Brazilian economy.

- Capital Equipment and Consulting Engineering Services

Mission to Czechoslovakia, Hungary, Romania and Bulgaria

September 2 to October 1

- 6 members.

The purpose of this mission was to investigate and assess the market potential for capital equipment and engineering services in Eastern Europe, especially in the field of mining, metal processing, pulp and paper and sawmill equipment.

- Metals and Minerals Mission to Eastern Europe - October 17 to November 28.

- 3 members.

This was a technical reconnaissance mission consisting of government personnel only. It developed information on market potential, for later use in a government-industry export development program.

- Educational Equipment Mission to Malaysia, Thailand and Singapore - November 4 to November 18.

- 8 members.

This mission was designed to investigate and assess the market potential for educational equipment and furnishings, especially vocational training equipment.

Incoming Missions

- Travel Mission to Quebec Winter Carnival - January 27 to February 3.

- 18 members.

This group of senior travel counsellors or managers from A.A.A. clubs toured Quebec City, Montreal and the Laurentians to view points of interest and available facilities.

- Power Mission from Australia and New Zealand - March 29 to April 14.

- 11 members.

Eight representatives of electric power authorities in Australia and New Zealand toured Canada for two weeks to study Canadian equipment.

- Forest Product Equipment Mission from Southeast Asia - April 2 to April 16.

- 10 members.

This mission focused on Canadian expertise and ability to supply equipment in the logging, saw milling, and pulp and paper fields.

- Catering Equipment Mission from Britain - April 16 to April 30.

- 8 members.

The mission had the opportunity to see the broad range of equipment manufactured in Canada. Tours of hotels were arranged so that members could see the equipment in operation.

- Livestock Mission from Italy - April 30 to May 10.

- 9 members.

The mission was designed to show the Italian officials the high quality of Canadian dairy cattle breeds. The members had discussions with breed associations and officials of the Department of Agriculture and Trade and Commerce.

- Nuclear Power Mission from Italy, Spain and Yugoslavia - May 22 to June 2.

- 7 members.

Six senior representatives of power authorities were brought to Canada to view at first-hand Canadian capability in designing and manufacturing nuclear power equipment.

- Travel Mission from Australia and New Zealand - May 27 to June 16.

- 10 members.

Ten senior travel counsellors from Australia and New Zealand were shown tourist facilities and attractions in Canada.

- Housing Study Mission from Britain and Ireland - June 5 to June 23.

- 37 members.

This mission of over 30 leading housing authorities from Britain and Ireland spent 18 days examining

Canada's building methods and materials.

- Power Generation, Transmission and Distribution Mission from Africa - June 10 to June 22.

- 5 members.

This mission resulted from recent developments in Africa regarding the construction of a \$40 million hydro-electric power project in which Canadian industry could participate.

- Electronic and Telecommunication Mission from Africa and Far-East - June 10 to June 22.

- 7 members.

The mission members toured industry in Montreal, Halifax and Toronto areas examining Canadian manufacturing facilities related to electronics and telecommunications.

- Electrical Inspectors Mission from the Commonwealth Caribbean - June 18 to June 30.

- 6 members.

Chief electrical inspectors, one from each of the countries of Bahamas, Jamaica, Trinidad, Barbados and Guyana, met with the Canadian electrical industry and inspection authorities and attended the Canadian Electrical Code meetings.

- Seed Potato Mission from South Africa - August 18 to August 30.

- 6 members.

This mission familiarized the visiting experts with Canada's seed potato industry in an effort to develop additional market possibilities for Canadian seed potatoes.

- Fisheries Mission from Czechoslovakia - September 1 to September 19.

- 3 members.

The mission provided the Czechoslovakian importers with first-hand knowledge of the Atlantic fisheries and gave them the opportunity to meet leading Canadian exporters.

- A.A.A. Missions to the Maritimes and Western Canada - September 7 to September 18.

- 46 members.

Two missions of 23 persons each visited the Maritimes and Western Canada. The groups were shown tourist facilities and attractions in those areas.

- Electronic and Telecommunications Missions from South-America, Africa and the Middle East - September 12 to September 27.

- 16 members.

Members of these three missions were officials from

organizations using telephone, radio, micro-wave, multiplex, T.V., ground satellite station equipment, as well as some from the power generating and distribution field. All were individuals influential in decisions concerning the selection of services for equipment and systems in their respective countries.

- Travel Mission from French Speaking Europe - September 15 to September 29.

- 18 members.

The mission of tour operators from France, Belgium, Holland, Switzerland and Austria was given the opportunity to visit Canada.

- Housing Mission from France - September 16 to October 4.

- 25 members.

The mission of 18 representatives of the French Government included architects, builders, developers and others. It was the first such visit from France. The department sponsored the mission in the hope that it may lead to the sale of Canadian plywood, timber and even the know-how of timber construction.

- Power Generating, Transmission and Distribution Missions from South America and Middle East - September 20 to October 5.

- 2 missions.

This program was planned on the basis of present

and future market potential of interest to enterprising Canadian industries in the electric power field.

- Hides Skins and Leather Mission from Eastern Europe - September 23 to November 1.

- 11 members.

Representatives of four state trading organizations visited Canada for five weeks to study the Canadian tanning and leather industry. The mission was sponsored by the Department in co-operation with the Tanner Association of Canada.

- Meat Products Mission from Britain - October 1 to October 11.

- 8 members.

The mission was organized to ensure that maximum trading advantages resulted from the successes achieved in having the British restrictions on pork products eliminated with respect to the dollar area.

- Pulp and Paper Equipment and Engineering Mission from U.S.S.R.

October 10 to November 5.

- 11 members.

The object of the mission was to show the Soviets that Canada possesses both depth and capability in the engineering and manufacturing fields and that the Canadian consulting engineer performs an

independent role and does not have any ties with the manufacturer.

- Educational Equipment Mission from Brazil - October 15 to October 26.

- 5 members.

The mission was designed to introduce the Brazilians to the Canadian approach to educational television through discussion with officials of Provincial Departments of Education and through inspection of systems in operation.

- Asbestos Mission from Mexico - October 15 to October 29.

- 7 members.

The itinerary was arranged to demonstrate the wide scope of operations in Canada, the applications of various production techniques and the steps taken to ensure quality control at every stage of the process.

- Beef Cattle Mission from Japan - October 15 to October 30.

- 10 members.

This mission showed the Japanese authorities that Canada is a source of quality beef cattle breeding stock.

- Natural Gas Mission from New Zealand - October 15 to November 2.

- 5 members.

The mission visited natural gas installations centred in Calgary, Edmonton, Sault St. Marie and Montreal.

- Airport Equipment Mission from Brazil - October 29 to November 10.

- 6 members.

The delegation examined and discussed air transportation operations and facilities of D.O.T. and of the Canadian Forces. The group also toured the plants of several Canadian firms engaged in the manufacture of aircraft and airport equipment.

- Beef Cattle Mission from Argentina - November 5 to November 15.

- 6 members.

The mission was sponsored to let the Argentine breed authorities see at first-hand Canada's high quality beef breeding stock. The Canadian beef breed associations and the Department of Agriculture took part in the program.

- Automatic Oil Field Gathering System and Tracked Vehicles

Mission from U.S.S.R. - November 27 to December 20.

- 15 members.

The program included detailed tours of plants involved in the manufacture of equipment and automated gathering

systems in Montreal and Toronto. Seventeen days were spent in the Calgary-Edmonton areas of Alberta examining oil gathering operations. There were talks between the delegation and Canadian industrialists in Montreal, Toronto, Calgary, Edmonton and Ottawa.

Appendix "K"

Publications produced by the Trade Publicity Branch in 1967

PERIODICALS

Canada Courier - English, French, German, Spanish, Arabic -
eight-page tabloid for foreign buyers.

Foreign Trade - English - Fortnightly magazine for Canadian
businessmen.

Commerce extérieur - French- Monthly for Canadian businessmen.

COMMODITY BOOKLETS

Airport Catalogue -- English

Wild Fur Bearers of Canada -- English, French, German

For Schools From Canada -- English -- (other languages to be
French and Spanish)

Metal Tube and Pipe Booklet -- English, Spanish

Canadian Hardwood Flooring Manual (Reprint) -- English

GENERAL

Introducing Canada's Trade Representatives in Dallas -- English

Introducing Canada's Trade Representatives in San Francisco -- English

The Toronto Regional Office -- English

ABC'S of ESP* -- English, French.

Trade Fairs - Your Doorway to ESP* -- English, French

Your Key to ESP* -- English, French

TRADE FAIR BOOKLETS

Imagineering -- English -- American Society for Tool & Manufacturing
Engineers Ex. (ASTME) - Chicago

Super Sellers from Canada -- English -- Supermarket Inst. Show -
Chicago

Canada at the AIA Convention 1967 -- English -- American Inst.
of Architects Convention - New York

Canada's Finest Office Furniture -- English -- National Office
Furniture & Equipment Show - Chicago

An Invitation to Profit -- English -- American Society of Metals
Show (ASM) - Cleveland

Spectorama Canada at the IEEE -- English -- Institute of Electrical
and Electronics Engineers Conference and Exhibition -- New York

In the Finest Tradition -- English -- National Boat Show --
New York

Sporting Goods from Canada -- English -- National Sporting Goods
Association Convention Show - Chicago

Auto Parts Booklet -- English -- SAE Automotive Engineering
Congress and Ex. - Detroit

Reizende Baby-Und Kindermode aus Kanada -- German -- Int'l.
Fair for the Child - Cologne

Canada at Interzum -- German -- Interzum - Cologne

Kaufen sie Kanadische Qualitat ihr Vorteil -- German -- Spoga -
Cologne

Some Basics of Building with Canadian Plywood -- German --
Utrecht, The Hague

Nomaden Des Norden -- German -- Frankfurt Fur Fair, Frankfurt

Super Sellers from Canada -- English, German -- Int. Fair of
Fine Foods and Provisions (ANUGA), Cologne

Some Basics of Building with Canadian Plywood -- French --
Batimat, Paris

Produits Canadiens Benefices -- French -- Equip Hotel, Paris

Fact Sheets -- Italian -- XXII Cremona Int'l. Dairy Cattle Show -
Milan

Powered for Progress by Canada -- English -- Electra Johannesburg
67, Johannesburg SA

Some Basics of Building with Canadian Plywood -- Dutch --
Delft, Holland

Contact Canada -- English -- Int'l. Engineering Ex. London

Fact Sheets -- English -- Belfast Telegraph Ideal Home Show, Belfast

Super Sellers from Canada -- English -- Supermarket Institute
Show, London

Fact Sheets -- English -- Int'l. Hotel and Catering, London.

Partners for Profit -- English -- London Int. Engineering
& Marine Ex., London

Hardware that Sells Itself -- English -- Int'l. Hardware Trades
Fair, London

Some Basics of Building with Canadian Plywood -- English -- Int'l.
Building Ex., London

TRADE MISSIONS

Outgoing

Pulp and Paper Mission to South America -- Spanish, Portuguese --
Identification Folder

Educational Mission to Southeast Asia -- English -- Identification
Folder

Food Products Mission to the Far East -- English -- Identification
Folder

Sporting Goods & Toy Mission to Australia -- English --
Identification Folder

Seeds Mission to Japan -- Japanese -- Identification Folder

Semi Manufactured Iron and Steel Mission to the Middle East --
English -- Identification Folder

Canadian Mission to Eastern Europe -- Yugoslavian, Austrian --
Identification Folder

Metal and Minerals Mission to Eastern Europe -- English --
Identification Folder

Canadian Apple Mission to Britain -- English -- Identification
Folder

Incoming Missions

Seed Potato Mission from South Africa -- English -- Identification
Folder

Asbestos Mission from Mexico -- English, French -- Identification
Folder

Airport Equipment Mission from Brazil -- English -- Identification
Folder

Catering Equipment Mission from Britain and Ireland -- English --
Identification Folder

Housing Study Mission from Britain and Ireland -- English, French --
Identification Folder

Housing Mission from France -- English, French -- Identification
Folder

Beef Cattle Mission from Argentina -- English -- Identification
Folder

Livestock Mission from Italy -- English -- Identification Folder

Power Mission from Australia and New Zealand -- English, French --
Identification Folder

Frozen Fish Mission from Czechoslovakia -- English, French --
Identification Folder

Electronics and Telecommunications Mission from the Middle East,
Africa and Latin America -- English, French -- Identification
Folder

Power Generation, Transmission and Distribution Mission from
Latin America, -- English, French -- Identification Folder

Meat Products Mission from Britain -- English, French -- Identification
Folder

Beef Cattle Mission from Japan -- English, French -- Identification
Folder

Appendix "L"

Statements of Departmental Expenditure and Revenue

1. Statement of Expenditure for the Fiscal Years 1966-67 and 1965-66

ORDINARY	1966-67	1965-66
Minister's Salary and Motor Car Allowance	\$ 17,000	\$ 16,223
Departmental Administration	6,854,392	5,465,020
Trade Commissioner Service		
Administration and Operation	8,842,236	7,424,208
Construction or Acquisition of Buildings		
Land, Equipment and Furnishings	198,241	377,529
Canadian Government Exhibition Commission	4,258,186	2,830,250
Canadian Government Travel Bureau	10,004,357	6,332,549
Standards Branch	3,913,078	3,478,260
TOTAL	\$34,087,490	\$25,924,039
SPECIAL		
Canadian Government Participation, 1967 Exhibition, Montreal	\$ 8,411,461	\$ 4,556,113
Grant to the Pacific National Exhibition	558,757	-
Payment of Carrying Costs of Temporary Wheat Reserves (paid by the Department of Finance in 1965-66)	29,838,316	-
Payment in connection with Prairie Grain Advance Payments Act (paid by the Department of Finance in 1965-66)	583,325	-
Pensions and Other Benefits to Former Locally- Engaged Employees of Offices Abroad	1,279	1,783
Gratuities to Families of Deceased Employees	1,597	30
	\$39,394,735	\$ 4,557,926
	\$73,482,225	\$30,481,965

2. Statement of Revenue for the Fiscal Years 1966-67 and 1965-66

Weights and Measures Inspection Services	\$ 1,127,646	\$ 1,156,056
Electricity and Gas Inspection Services	1,156,457	1,140,942
Miscellaneous	98,221	81,964
	\$ 2,382,324	\$ 2,378,962

Appendix "M"

Distribution of Departmental Staff (as of December 31, 1967)

	<u>1966</u>	<u>1967</u>
Administrative Services	222	278
Agriculture & Fisheries Branch	29	38
Canadian Government Exhibition Commission	260	255
Canadian Government Travel Bureau	235	255 (*1)
Economics Branch	49	41
Industrial Materials Branch	53	59
Manufacturing Industries & Engineering Branch	56	57
Office of Commodity Trade Policy	0	20
Office of Trade Relations	78	67
Standards Branch	484	509
Trade Commissioner Service	730	815 (*2)
Trade Fairs and Missions Branch	13	20
Trade Publicity Branch	65	67
Transportation & Trade Services Branch	<u>60</u>	<u>74</u>
	2307	2555

(*1) includes 10 locally engaged employed on emergency basis

(*2) includes 24 locally engaged employed on emergency basis

(CASUALS)

Administrative Services	24	20
Agriculture and Fisheries Branch	2	0
Canadian Government Exhibition Commission	10	11
Canadian Government Travel Bureau	97	50
Economics Branch	11	3
Industrial Materials Branch	0	0
Manufacturing Industries & Engineering Branch	1	1
Office of Commodity Trade Policy	0	0
Office of Trade Relations	1	0
Standards Branch	2	4
Trade Commissioner Service	2	1
Trade Fairs and Missions Branch	0	0
Trade Publicity Branch	8	4
Transportation & Trade Services Branch	<u>17</u>	<u>3</u>
	174	97

Appendix "N"

Legislation Administered by the Department of Trade and Commerce

1. Legislation for which the Department is administratively responsible:

Department of Trade and Commerce Act

Electricity Inspection Act

Export Act

Export and Import Permits Act

Gas Inspection Act

National Trade Mark and True Labelling Act

Precious Metals Marking Act

Weights and Measures Act

2. Other Legislation reported to Parliament through the Minister of Trade and Commerce:

Canadian Wheat Board Act

Canadian World Exhibition Corporation Act

Corporations and Labour Unions Returns Act

Export Credits Insurance Act

Prairie Grain Advance Payments Act

Statistics Act

Temporary Wheat Reserves Act

Appendix "O"

Boards, Crown Corporations and Agencies Reporting to Parliament
through the Minister of Trade and Commerce

Canadian Wheat Board
425 Main Street, Winnipeg, Manitoba
Chief Commissioner, W.C. McNamara

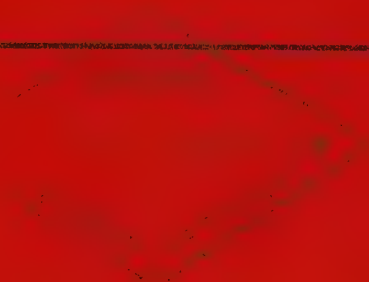
*Dominion Bureau of Statistics
Tunney's Pasture, Holland Avenue, Ottawa, Ontario
Dominion Statistician, W.E. Duffett

Export Credits Insurance Corporation
Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario.
President and General Manager, H.T. Aitken

The activities of these organizations are described in their
respective annual reports.

*The Dominion Bureau of Statistics is a Department of Government.

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100-1000



Canada

Department of Trade and Commerce

ANNUAL REPORT 1968

Ottawa, October 1, 1969.

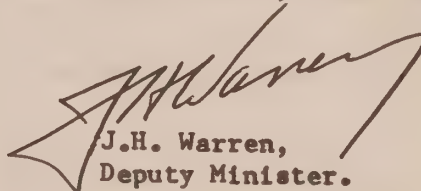
The Honourable Jean-Luc Pepin,
Minister of Trade and Commerce,
Ottawa, Canada.

Dear Sir:

I have the honour to submit the seventy-seventh Annual Report of the Department of Trade and Commerce, which covers the operations and services rendered during the calendar year 1968.

On July 12, 1968 the Prime Minister announced the intention of the government to merge the Department of Industry and the Department of Trade and Commerce in a new combined Department of Industry, Trade and Commerce. The merger became effective on April 1, 1969.

Respectfully submitted,



J.H. Warren,
Deputy Minister.

Ottawa, October 1, 1969.

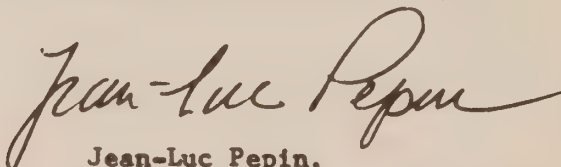
To His Excellency,
The Right Honourable Roland Michener, C.C.,
Governor General of Canada.

May it please Your Excellency:

I have the honour to submit to
Your Excellency the seventy-seventh Annual Report
of the Department of Trade and Commerce covering the
calendar year 1968.

A summary of the operations and services
rendered by this Department, under their respective
headings, is laid before Your Excellency.

Respectfully submitted,

A handwritten signature in dark ink, reading "Jean-Luc Pepin". The signature is written in a cursive style with a long, sweeping underline that extends to the right.

Jean-Luc Pepin,
Minister of Industry,
Trade and Commerce.

TABLE OF CONTENTS

	Page
Introduction	
Summary Report on Canada's Trade 1968	9
International Trade Policy Developments	11
Commodity Developments	18
Special Programs and Activities	20
Export Promotion by Industry Sectors	35

APPENDICES

	Page
A. Head Office Directory	60
B. Regional Offices	64
C. Trade Commissioner Posts	65
D. Travel Bureau Offices	81
E. Tariff Arrangements in Force	84
F. International Meetings	102
G. Trade and Industry Association Meetings	105
H. Trade Fair Exhibits Sponsored by the Department	109
I. Trade Missions	117
J. Publications	121
K. Statement of Expenditure and Revenue	123
L. Legislation Administered by the Department	124
M. Boards, Crown Corporations and Agencies	125

INTRODUCTION

Nineteen sixty-eight marked the last complete year of operation for the Department of Trade and Commerce as a separate Department concerned primarily with the development of Canada's export trade and tourism.

On July 12, the Prime Minister announced the government's intention to create a new Department of Industry, Trade and Commerce. This new Department, basically a merger of the existing Departments of Industry and Trade and Commerce would, he said, be "capable of developing policy and providing a full and balanced range of services to both business and government in the industrial and trade development field."

During the latter half of the year, much preliminary work was undertaken in preparation for the merger so that the transition would be smoothly effected when the necessary legislation was passed in 1969. In the meantime the Department of Trade and Commerce continued as in the past to provide service to Canadian industry in the fields of trade policy, trade promotion and tourism.

The following report outlines some of the activities and events of 1968 in these and other areas of the Department's work.

SUMMARY REPORT ON CANADA'S TRADE IN 1968

Canadian exports continued to expand rapidly in 1968. Merchandise exports amounted to \$13,574 million -- an increase of almost \$2.2 billion or 19 per cent over the \$11.4 billion recorded in 1967. The rate of advance in absolute terms was by far the highest in more than a quarter century. At the same time, merchandise imports, despite a rise of 13.7 per cent, failed to match the exceptional rate of advance in merchandise exports. The trade surplus achieved in 1968 of more than \$1.2 billion was the highest since 1946, more than double the trade surplus achieved in 1967 and more than four times that of 1966.

Sharply increased sales to the United States were the dominant feature of Canada's exports in 1968. Sales to our largest market climbed to almost \$9.2 billion -- an increase of close to \$1.9 billion or 25 per cent. The increase in sales to the United States accounted for most of the total gain in Canada's merchandise exports last year. Shipments to the United States in 1968 accounted for more than two thirds of total Canadian exports.

Especially large export gains were realized in 1968 in several major overseas markets including Australia, West Germany, and most of the European Free Trade Area (E.F.T.A.) group countries (except Britain), and in Mainland China.

Canadian exports to Latin American countries as a group fared better but the rate of increase was still somewhat below the over-all 19 per cent advance for total exports.

Other major overseas markets showed little buoyancy. Canadian exports to Britain rose by about four per cent in value terms but in relative terms this market accounted for only nine per cent of total Canadian

sales abroad -- the lowest ratio in the post-war period. At the same time, Canadian exports to the Soviet Union, South Africa, and New Zealand decreased from 1967 levels. A modest increase of about six per cent was recorded in Canadian exports to Japan compared with an exceptional advance of some 40 per cent in 1967.

By commodities, the largest single element was the major advance in two-way trade in motor vehicles and parts mainly as a result of continuing rationalization under the Canada-United States Automotive Agreement. In 1968, the increase in Canadian exports of motor vehicles and parts amounted to more than \$900 million -- most of this to the United States.

At the same time, the increase in motor vehicles and parts imports constituted a very important element in the over-all increase in Canadian merchandise imports in 1968.

Other especially buoyant export categories included lumber, wood-pulp; nickel, silver, iron and steel products, non-farm machinery and aircraft; sulphur, crude petroleum and natural gas.

Wheat and flour exports and farm machinery sales decreased and only slight increases were recorded in newsprint and fertilizers.

During 1968 the first stages of the Kennedy Round agreements were implemented. When the process is completed in 1972 tariffs will have been lowered or removed on a large part of Canada's dutiable trade, and tariffs on manufactured exports to our major markets having generally been reduced to less than 10 per cent. The new anti-dumping code was brought into effect in the U.S., Europe and Japan in 1968. Canada's adoption of the new anti-dumping code, which was postponed because of the June election, was approved by Parliament and became effective January 1, 1969. The new code will provide important safeguards for Canadian exports and will also permit prompt and effective action to prevent injury to Canadian industry. Arising out of the Kennedy Round, the new International Grains Arrangement became effective July 1, 1968, providing a higher minimum price for wheat and, for the first time, including a food-aid program involving contributions from both exporting and importing industrialized countries.

In November, at the Twenty-Fifth Session of the GATT, the Contracting Parties focused their attention on the importance of maintaining and increasing the momentum of the work program to prepare for further trade negotiations which had been initiated at the previous Session. The major trading countries reaffirmed their intention to continue to pursue the liberalization and expansion of international trade. While it was agreed that no new major initiative for a multi-lateral and comprehensive negotiation could reasonably be expected in the near future, the Contracting Parties decided that the Committee on Trade in Industrial Products and the Agriculture Committee should intensify their work in identifying problems and seeking mutually acceptable solutions.

Trade and development needs of the developing countries received particular attention in a number of international organizations in 1968. The Second Session of the United Nations Conference on Trade and Development (UNCTAD) was held in New Delhi. This Conference, attended by 1,600 delegates from 121 countries and 44 international organizations, closed on March 29 after nearly nine weeks of deliberations. A number of recommendations were made on ways to promote world trade and accelerate the economic growth of the developing nations. The major recommendations passed by the Conference dealt with commodity negotiations and preferences. A resolution was adopted concerning an International Program of Action on Commodities which established a timetable and procedure for commodity negotiations and/or intergovernmental consultations covering 19 products. The Conference adopted a resolution recognizing "the unanimous agreement in favour of the early establishment of a mutually acceptable system of generalized non-reciprocal and non-discriminatory preferences which would be beneficial to the developing countries," and "the need for further intensive work to formulate such a system." The objective of such a system would be to increase the exports, promote the industrialization and accelerate the economic growth of the developing countries.

United States

In January, the United States implemented the first stage of the tariff reductions which had been negotiated during the Kennedy Round, and in July brought into effect changes in anti-dumping regulations to bring U.S. practice in this field into line with the International Code on Anti-Dumping.

In mid-year, Canada and the United States jointly reviewed the operation of the Auto Agreement. The very substantial expansion of the two-way trade in automotive products was noted and both governments

expressed satisfaction over the progress which had been made in achieving the objectives of the Agreement.

During the course of the year, consultations were held with the United States to examine and resolve difficulties affecting trade between the two countries. These included discussions on cheese, corn, potatoes and fish products.

In 1968, a series of legislative proposals for restrictions on imports was examined by the Congress but opposed by the U.S. Administration. None were enacted into law. A bill was passed extending the temporary free entry of copper into the United States to June 30, 1970.

Commonwealth and Preferential Countries

During the year Britain continued to follow policies designed to deal with its balance-of-payments difficulties including measures to reduce domestic demand, lower imports, increase exports and stimulate industrial and agricultural development.

In November the British Government, as part of a series of measures designed to counter problems arising from the international monetary crisis, required that imports other than foods, feeds, fuels, raw materials and a limited range of products of the type supplied by developing countries, be subject to a deposit of 50 per cent of their value, such deposit to be retained by British customs for six months. Under the legislation this requirement was to remain in force for only one year. The new measure applied to approximately one fifth of Canadian exports to Britain.

In December, the U.K.-Canada Continuing Committee on Trade and Economic Affairs met in London. The Committee considered the whole range of trade relations between the two countries.

During 1968, New Zealand and South Africa announced significant liberalizations in their import licensing policies which opened new opportunities to Canadian exporters.

Under the Australia-New Zealand Free Trade Agreement, both countries agreed in April, 1968 that New Zealand should have assured access to the Australian market for increased sales of newsprint and that Australia, through tariff action, would accord New Zealand pulp a preferred position in the Australian market. Representations were made during the year to the governments of Australia and New Zealand on this and other matters affecting Canadian access to these markets.

The Caribbean Free Trade Association (CARIFTA) entered into force on May 1, 1968. By August, the membership of the Association included Trinidad, Guyana, Barbados, the Leeward and Windward Islands, and Jamaica. The Agreement provides essentially for the removal of tariffs on all trade between signatories with the exception of a relatively short reserve list. There is also a separate protocol dealing with agricultural products. Of special importance to Canada-West Indian relations was the negotiation of a new International Sugar Agreement in October 1968 which includes provisions for minimum prices. There was an intensification of import restrictions during 1968 particularly in Jamaica, Trinidad, and Guyana. Under a consultation provision of the 1966 Trade Protocol, Canada continued to seek reasonable accommodation for Canadian exports adversely affected by these restrictions.

In July, a trade agreement was signed between the East African Community (Kenya, Uganda and Tanzania) and the European Economic Community. This Agreement provides inter alia, for specific duty-free quotas for East African agricultural exports to the EEC. In turn, the East African countries agreed to extend free entry to imports of some 59 products or product groups

from the Community.

Europe

On July 1, 1968, the six member countries of the European Economic Community (France, West Germany, Italy, Belgium, The Netherlands, and Luxembourg) completed the removal of customs tariffs on goods moving between them and simultaneously brought into force a common external tariff. Henceforth, one schedule of customs duties will apply to goods shipped from Canada to any of the six member countries. When the new tariff came into force, the first two stages of reductions negotiated in the Kennedy Round became effective.

During 1968, Canadian exports of cereals and oilseeds to the EEC were affected by the Common Agricultural Policy. In addition, some Canadian agricultural export commodities encountered very intense competition from EEC agricultural products in third country markets.

France took economic and trade action designed to deal with the economic dislocation arising from civil unrest in May and June and with foreign exchange difficulties in November. Also, in November, the Federal Republic of Germany introduced measures to grant a refund of a portion of the border taxes payable on imports, while maintaining the normal level of taxes on domestic manufactures. At the same time, German exports were charged with a portion of the turnover taxes usually refundable on export.

In March, Canada and Romania concluded a three-year trade agreement exchanging most-favoured-nation treatment; in addition, Romania undertook to purchase Canadian goods of their choice to a minimum amount of \$9 million dollars during the life of the agreement. The trade agreement between Canada and Hungary originally signed in 1964 was renewed for a further period of three years from August 9, 1968; the new agreement continued the exchange of m.f.n. treatment and included an undertaking by the

Hungarian foreign trade enterprises to purchase Canadian goods of their choice to a minimum amount of \$15 million during the life of the agreement.

Among continental countries of the European Free Trade Area, Austria, Portugal and Switzerland introduced the first stage of their Kennedy Round tariff reductions on January 1; the others (Denmark, Finland, Sweden and Norway) brought into force on July 1 the first two stages of their reductions.

Latin America

A Canadian Ministerial Mission visited Latin America from October 27 to November 27. In total, five Canadian Ministers took part in the Mission. They were the Secretary of State for External Affairs; the Minister of Industry, Trade and Commerce; the Minister of Energy, Mines and Resources; the Secretary of State; and the Minister without Portfolio with responsibilities in the field of industry, trade and commerce. The Mission visited nine countries: Argentina, Brazil, Chile, Colombia, Costa Rica, Guatemala, Mexico, Peru and Venezuela.

During the Mission's visit to Venezuela, the annual renewal of the Commercial Modus Vivendi between Canada and Venezuela was signed providing for continuation of exchange of most-favoured-nation treatment. In Colombia, agreement was reached on the desirability of early conclusion of a trade agreement between Canada and Colombia to replace the existing trade relations governed by the 1866 British Treaty with Colombia. In Mexico, agreement was reached to establish a Joint Mexico-Canada Committee; this Committee will consider problems of mutual concern in the political, economic and commercial fields.

Within Latin America, 1968 was in general a year of progress with several of the leading countries registering an improved export performance

and a considerable degree of economic stability.

The eleven members of the Latin American Free Trade Area met in July to discuss procedures to accelerate progress towards a complete free trade area, but the meeting ended inconclusively. There was an increasing tendency towards the development of smaller regional groupings.

Asia and Middle East

On July 1, Japan implemented the first stage of its Kennedy Round tariff concessions and on the same date, adopted the anti-dumping code.

On November 15 a sales contract with the People's Republic of China was announced for the export of 1.5 million long tons of wheat to be shipped between December 1968 and July 1969. This contract was under the provisions of the Third Long Term Agreement with China which covers total sales of 6.3 million tons, or approximately 235 million bushels.

On January 1, Turkey implemented the first stage of its Kennedy Round tariff reductions. In early August the Canadian Minister of Industry, Trade and Commerce visited the Middle East countries of Turkey and Lebanon for general discussions on trade relations.

Israel brought into force on July 1 the first stage of its Kennedy Round tariff reductions. In August, Israel announced a significant change in the import regime, to take effect on January 1, 1969 whereby greater protection will be afforded to domestic industries. At the same time, tariff decreases on some industrial products were announced.

On July 1, Korea implemented the first stage of its Kennedy Round tariff reductions.

COMMODITY DEVELOPMENTS

In connection with the International Grains Arrangement, consisting of a Wheat Trade Convention and a Food Aid Convention, the International Wheat Council and its subsidiary committees met a number of times for the purpose of ensuring smooth and effective implementation and operation of the new Arrangement. The text of a new International Sugar Agreement was adopted by the United Nations Sugar Conference on October 24, 1968. This five-year Agreement, scheduled to enter into force on January 1, 1969, replaced the former International Sugar Agreement whose economic provisions lapsed on January 1, 1962. On February 19, 1968, a revised International Coffee Agreement was adopted which became effective on October 1, 1968, for five years in succession to the 1965 Agreement. Canada is a member of all three new commodity agreements.

Canada is also a member of the International Tin Agreement negotiated in 1965. The International Tin Council agreed in September 1968 that tin exports should be placed under control until the end of the year. Informal consultations aimed at furthering the conclusion of an international agreement on cocoa also took place in 1968.

A number of other commodities and their problems were reviewed during the year at various international meetings. GATT Working Parties and Poultry and Dairy Products met a number of times in 1968, with the Dairy Working Party holding discussions on possible international arrangements for some dairy products. FAO and UNCTAD study groups reviewed conditions and outlook for rubber, fats and oils, bananas, cocoa, citrus fruit and tea, among other products. Informal commodity arrangements for soft and hard fibres were also reviewed. The FAO and UNCTAD Committees on Commodity

Problems met in the latter part of 1968 to review world production and trade of major commodities and to consider specific commodity problems. The UNCTAD Committee on Commodities reached general agreement on the character and use of rubber stocks, while the FAO Committee agreed on the calling together of a study group on meat and meat products.

SPECIAL PROGRAMS AND ACTIVITIES

Financing and Aid

Again in 1968 government financing programs facilitated the export of a significant volume of Canadian goods and services notably through the operations of the Export Credits Insurance Corporation and the Canadian Wheat Board. Canadian exports also benefited substantially from the movement of goods and services under Canada's External Aid Program.

During 1968, a detailed review of the availability, cost, terms and conditions of financing from official and private sources in support of export was completed including a study of facilities available to Canada's principal competitors abroad. Arising out of this review the Department began preparing a proposal for the establishment of an Export Development Corporation to administer new and expanded facilities for export credits and credit insurance and measures to further encourage the provision of private financing for export.

The Department also prepared for government consideration a proposal whereby, initially, new Canadian investments in developing countries would be insured against certain non-commercial risks by the proposed new Corporation.

External Services

External Services had two branches engaged in export promotion in 1968, Trade Commissioner Service and the International Defence Programs Branch which was transferred in July from the Department of Defence Production (less the Canadian Commercial Corporation component).

In its work abroad, the Trade Commissioner Service, in conjunction with other Departmental services, promotes Canada's export trade and protects Canadian commercial interests in other countries. By the end of 1968, the service operated 73 offices in 50 countries.

To help develop new markets for Canadian products and services, the trade commissioner acts as an export market consultant who encourages, advises, and assists Canadian exporters in all phases of the marketing process in his post's territory. Trade commissioners prepare market and economic reports, maintain vigilance over terms of access to foreign markets, help to represent Canada at international trade and economic conferences, develop close contacts with local businessmen and government officials, report on trade opportunities and process inquiries from Canadian businessmen. They also supervise on-the-spot organization of trade fairs in which the Department participates and assist with trade missions or other trade promotion initiatives. The trade commissioner holds watching briefs for other federal departments and, where he is the only Canadian Government representative, may undertake consular duties.

The Trade Commissioner Service opened a new trade post in Prague, Czechoslovakia, in August and the post in Santo Domingo, Dominican Republic was transferred to San Juan, Puerto Rico, in October.

The International Defence Programs Branch has the responsibility for promoting the participation of Canadian industries in the defence programs of allied and other friendly governments with respect to the sale of defence products and the establishment of related co-operative industrial research, development, and production programs.

Canada-United States Defence Development and Production Sharing Program

Established in 1959, this program is designed to permit the most economical and efficient utilization of the North American defence industrial base. The program provides for both the joint development and the reciprocal procurement of items of mutual defence interest on a balanced basis between both countries. A wide range of defence items is covered by the program,

but it excludes off-the-shelf general supplies, construction, basic raw materials, fuels and lubricants, and special services.

United States contracts placed in Canada under the program in 1968 were valued at \$320 million. Canadian defence purchases from the United States in the same period amounted to \$134.2 million. The total value of United States procurement in Canada from the inception of the program in 1959 to the end of 1968 amounted to \$2.119 billion while total Canadian procurement in the United States in the same period amounted to \$1.742 billion.

Overseas Export Programs

During 1968 efforts were continued to establish co-operative defence development and production programs with Canada's NATO partners and other friendly countries. Briefings, missions, and industrial tours were utilized to bring the special technological skills of Canadian defence industry to the attention of those countries as a basis for possible collaborative programs.

Contracts placed in Canada during 1968 by or on behalf of overseas defence agencies totalled \$109.1 million. Canadian purchases from overseas countries in the same period totalled \$39.3 million.

Trade Fairs

The Department's service to the Canadian exporter through its trade fair program includes design and erection of exhibits, supporting publicity, and costs of shipping products to the fair. The exhibitor pays a small percentage of the total cost and is generally expected to staff his display with qualified personnel.

During 1968 the Department sponsored Canadian participation in 47 trade fairs in 10 countries. Some 400 Canadian companies participated and their exhibits were viewed by 16 million visitors.

Highlights of the year included the National Boat Show in New York where on-site and potential sales of \$985,950 were reported by 13 exhibitors, and the Japan Electronics Show, Tokyo, where sales of \$800,000 were forecast for a 12-month period. Canadian cattle were shown at the Ferio International Del Campo, Madrid. The two display herds shown were sold and promising prospects for future sales were developed.

Trade Missions

In 1968, nine outgoing missions visited 17 countries while 16 incoming missions were sponsored from Latin America, Eastern and Western Europe and the Middle East. Some 56 Canadian businessmen participated in our missions abroad and close to 100 foreign government and industry officials were invited to Canada.

The program concentrated almost entirely on vertical missions, representing a single industry or industry grouping. Trade missions are particularly useful in markets where trade fairs are few and for products and services that do not lend themselves to fair exhibits. Outgoing missions offer businessmen the opportunity to make primary market surveys in depth and to assess personally the export potential for their products. Incoming missions bring interested foreign buyers into direct contact with Canadian products and services.

In addition to the planned Trade Missions Program, "ad hoc" visits to Canada of foreign buyers or persons in a position to influence sales abroad were arranged. Approximately 40 foreign government or industry officials from New Zealand, Europe, Africa, Latin America, the Caribbean and the United States were invited to Canada under this special promotional program designed to take advantage of opportunities which arose during the year.

Export and Import Controls

In 1968 the Import Control List was amended to implement action for support of the price of dry buttermilk and dry whey, by adding these items, effective May 22. The revised Import Control List consisted of eight agricultural items and a ninth item, goods of Rhodesian origin. To ensure that export controls achieve national strategic and supply objectives and conform to international agreements, the Export Control List of January 12, 1967, as amended to include Charolais cattle, silver and its derivatives, and nickel scrap materials, was maintained in force. Preparations were begun to review the Export Control List in keeping with Canada's international commitments to countries that adhere jointly to the practice of co-ordinating their basic controls over the export of strategic goods.

Pursuant to a United Nations resolution of May 29, 1968, the United Nations Rhodesia Regulations were revised, extending the prohibition on trade in and transport of any goods to or from Rhodesia and transfers of funds to persons in Rhodesia. Provision was made for exceptions for any medical, educational or humanitarian purpose, and for news material, books and periodicals.

As a result of an International Coffee Council decision to continue a quota price system affecting supplies of coffee, restrictions on coffee imports into Canada from countries not members of the International Coffee Agreement were extended to September 30, 1969. A general import permit authorizing imports of coffee accompanied by certificates prescribed by the International Coffee Organization (I.C.O.) remained in force.

Trade Directories

The Department maintains comprehensive directories on Canadian exporters for the use of Trade Commissioners abroad and departmental officers in Canada -- 6,200 firms are now listed in the Exporter's Directory;

800 new firms were listed during the course of the year.

A specialized "Directory of Export Merchants and Agents" was published in the early part of 1968. This publication serves as a guide to Canadian manufacturers seeking the assistance of experienced intermediaries to gain access to foreign markets. The directory contains basic commercial data on 350 firms registered with the Department.

Regional Offices

To bring the Department's services within close reach of exporters across Canada, seven regional trade offices were operated. Businessmen were served in British Columbia by the Vancouver office, in Alberta by the Edmonton office, in Saskatchewan and Manitoba by the Winnipeg office, in Ontario by the Toronto office, in Quebec by the Montreal office, in the Maritimes by the Halifax office and in Newfoundland by the St. John's office.

Regional offices are connected by telex to trade offices abroad, and to headquarters in Ottawa. Increasing numbers of Canadian companies used the offices as a source of professional help on export problems. The offices made an important contribution to the planning and executing of trade promotion projects and in maintaining liaison with provincial government trade departments, trade associations and others interested in international trade in their regions.

Transportation

To assist Canadian exporters, the Department maintains comprehensive and current records of inbound and outbound ocean freight rates and shipping conferences' rules and regulations. Exporters are provided with information on freight costs by alternative carrier services and routings, conditions of carriage, freight costs involved for shipments from competing sources of supply and guidance on related transport problems.

In 1968, the Department continued to work closely with the Canadian Shippers' Council on matters of mutual concern. An analysis was made of containerable cargo in Canadian import and export trade as part of a study and report made by the Council on developments in containerization in Canadian overseas trades. The Department, together with senior officials of other government departments, met with officers of the Council in regard to a study of the relationship between shippers and shipping conferences in the Report of the Restrictive Trade Practices Commission on Shipping Conference Arrangements and Practices. Recommendations arising from the interdepartmental study were formulated for government consideration.

The Canadian delegation to the second Session of UNCTAD in New Delhi, in February and March, included an official of the Department responsible for presenting the Canadian position on the implications of ocean shipping activities and tourism on the economic growth of developing countries. At the conference, particular programs recommended for study included expansion of merchant marines in developing countries, international maritime legislation, development of ports, shipping conference practices and structure of freight rates.

During the year a number of studies were conducted by the Department on the shipment of goods to foreign markets. Most studies were concerned with the implications for Canadian exporters of freight rate increases and changes in cargo liner services. A quarterly analysis was made of ocean charter rates on bulk commodities of interest to Canadian traders moving in shipload quantities. In concert with industry, a study was made of ocean transportation costs for shipments of fine papers to overseas markets, including use of containers, stevedoring costs in certain Canadian and foreign ports, and the possibilities of volume shipments using chartered ships. Data was prepared on exports of wheat, newsprint, pulp and paper

waste and the ocean freight rates for a study of ocean shipping costs by the Committee on Shipping of the Trade and Development Board of UNCTAD.

The shipment of steel exports through Canadian Atlantic and United States ports was analysed and reviewed with the railways. Special export rail rates for shipments through Canadian ports were again established for the 1968/69 winter season subject to a modest increase over the rates charged a year ago.

The study of transportation services between Canada and the Caribbean area, assigned to the Department following the Commonwealth Caribbean-Canada Conference, was completed and submitted to the governments of the Commonwealth Caribbean countries for review and comment. Reports on existing services point to areas where services are not adequate to meet the demands of the trade and describe global cargo flow into the Caribbean area from major sources of supply. The Department participated in interdepartmental review and study of the facilitation of maritime documentation for the formulation of a Canadian Government position on continuing study of this question within the Intergovernmental Maritime Consultative Organization (IMCO).

A new study concerning containerable export cargo was in progress at the end of the year for use in consideration of the development of container services and facilities by government and industry.

Standards Work

In the first half of 1968 the Department continued to be responsible for measurement standards used in commercial transactions, both domestic and export, as laid down in the Weights and Measures Act, the Electricity Inspection Act and the Gas Inspection Act. The basic objective was the maintenance of a high level of accuracy in all devices which determine charges for goods and services. The Standards Branch continued its work with various industry

sectors to provide information to consumers, to prevent misrepresentation, to define quality, and to establish fair trade practices. These activities were carried on under the Precious Metals Marking Act, and the National Trade Mark and True Labelling Act. In line with the Government's decision to integrate activities related to consumer interests, the Standards Branch was transferred to the Department of Consumer and Corporate Affairs on July 12.

The activities of the Branch prior to transfer paralleled those reported for 1967. There was increased use of automated test equipment, and of statistical sampling. In the field of technical and industrial measurement the numbers of devices dealt with continued to increase as did their complexity and sophistication.

Economic Analysis

The Office of Economics and Trade Analysis conducts studies on various aspects of the Canadian economy and markets abroad for use by the Department and government, contributes to the development of programs and policies and otherwise provides an economic intelligence and advisory service. The functions performed in 1968 fell into four main categories:

- (1) The continuous examination of the developing economic situation within Canada itself with special attention to developments relating to foreign trade and the international economic environment. Reports were prepared as required for information purposes or for specific programs.
- (2) The periodic examination of developments in major segments of industry and the preparation of market information pertaining to individual industries or commodities as required for analytical purposes or for specific programs of the Department. It also examined the changing structure of world trade and of Canada's position in world trade.

- (3) Co-ordination of the federal program of capital expenditure intentions surveys and the development and implementation of studies and programs pertaining to foreign investment and the role of the international company.
- (4) Provision of analytical insight and judgment on the economic aspects of any problem, issue or subject requiring the attention of the Department.

Tourism

At the beginning of 1968, the Department's tourism development program became the responsibility of its new Office of Tourism comprising the Canadian Government Travel Bureau (in existence since 1934) and the new Travel Industry Branch.

Heretofore the federal government's involvement in tourism development has almost exclusively concentrated on the promotion of travel to Canada from other countries (the prime role of the Travel Bureau), in recognition of the importance of travel income to the national balance of payments. The establishment of the Office of Tourism and its Travel Industry Branch signified that henceforth, in addition, the needs of the domestic travel industry for growth and development would also be given federal attention. This was formal recognition of the significance of the country's travel industry to tourism in Canada and the need for appropriate balance between travel promotion and capacity to meet and satisfy visitor expectations. It also recognized the importance of the domestic travel industry to the nation's economy as a whole.

The objective of the Office of Tourism, is to ensure that travel to and within Canada, and the Canadian travel industry, make their optimum contribution to national prosperity.

The Office maintains an overview of tourism in Canada in all its aspects. It advises the Deputy Minister and the Minister on tourism promotion in the national interest. It is to be a centre of information on tourism at the federal level and a focal point for contact with the federal government by provincial authorities and major elements of the private sector concerned with tourism. It will contribute to the co-ordination of all federal activity in support of tourism, as well as the co-ordination of such activity with similar operations of provincial authorities concerned, the transportation companies and other prime interests in the private sector.

Within the Office, the Travel Bureau will concentrate on the promotion of travel to Canada from abroad, including the co-ordination of its travel promotion activities outside the country with those of the provincial bureaus and the Canadian carriers. In addition, in co-operation with the provinces, the Bureau will promote travel in Canada by Canadians.

The Travel Industry Branch will be concerned with the study and analysis of the Canadian travel industry for the purpose of evaluating its contribution to the economy and developing programs to encourage its growth. It will examine the composition of the domestic travel industry and its stage of development; review existing activities, public and private, related to it; identify strengths and weaknesses, potential and needs for growth and development. In its work the Office will observe and take into account international trends and developments, and policies and programs of foreign governments of significance to Canada and the Canadian travel industry.

In its first year the Office of Tourism made progress in the matter of the long-sought Domestic Travel Survey. In the Autumn, Treasury Board approval in principle was obtained for federal participation in such a Survey to take place in 1970-71 with costs shared with provincial

tourism authorities. The essential aim is to identify and quantify the patterns and values of travel in Canada (inter and intraprovincially) by Canadian residents. The results of this survey, to be managed by Dominion Bureau of Statistics, will fill a vacuum in knowledge of tourism in Canada and complement the data that have been available for many years on travel to Canada from abroad and travel outside of Canada by Canadians.

Canadian Government Travel Bureau

There was no expectation that 1968 would match the record travel income of Centennial Year (\$1.3 billion) but the Travel Bureau's aim was to stay in the "Billion Dollar League" even without the aid of Expo 67 and a Centennial program of events and activities across our land to aid in attracting visitors.

Travel earnings at \$990 millions were very close to the target of \$1 billion -- down 24 per cent from income in 1967 but 18 per cent above 1966 earnings of \$840 million. Travel flows across Canada readjusted from the unique pattern of Centennial Year. Every province but Quebec reported record traffic and even Quebec, though down sharply from 1967 levels, was well above 1966 results. Travel expenditures by Canadians going abroad reached \$1 billion in 1968 for the first time, so there was a small deficit of \$8 million on travel account compared with the \$427 million surplus of 1967 resulting from travel earnings of \$1.3 billion and travel expenditures of \$877 million. However, this small deficit represented a decided improvement over average travel account deficits of \$60 million in the three years preceding Centennial Year.

In 1968, the Bureau handled nearly 2 million travel enquiries of which just over a quarter were received at its 24 offices abroad in nine countries. In addition, 4 million direct-mail invitations to vacation in Canada were sent to United States prospects. Some 16 million pieces of travel literature on Canada were distributed, more than a quarter being provided by Canadian provinces, municipalities or by the private sector of the travel industry.

The Bureau's long-established Chicago office moved to larger quarters. The Amsterdam office was moved to The Hague.

Early in the year a travel trade mission from Canada to Europe, aimed at developing closer liaison with local travel agents and tour operators, successfully visited a number of cities in Western Europe.

The first incoming travel mission sponsored by the Bureau in 1968 took place in May when an intensive tour of Ontario and Quebec was made by travel agents from The Netherlands, Belgium, West Germany, Switzerland, Austria, France, England, Norway and Finland. A second occurred in June when leading travel agents and tour operators from New Zealand and Australia were brought to Canada. In mid-September, a third group comprising prominent travel agents and tour operators from Denmark, Finland, Germany, Norway, Sweden and Switzerland were escorted through Canada. Also in September two separate groups of United States automobile club executives and travel counsellors made extensive guided tours of Eastern and Western provinces respectively.

In its work with travel writers, the Bureau organized 169 tours in Canada for individual writers or travel writer teams from the United States and overseas.

The Bureau's very large advertising program in the United States included, for the first time, a substantial television element directed at prospects in those States targeted by its special Atlantic Provinces campaign. Also, for the first time, travel advertising on a small scale was begun in Australia, in a broadening of overseas campaigns.

In August the Bureau convened in Ottawa the first seminar on the promotion of conventions in Canada; which initiated gratifying interest in this important area of promotion. A directory of convention facilities in Canada, a convention manual and a convention promotion brochure were put into production.

A professional review of Bureau organizational structure was commissioned to ensure this was appropriate to its functions and range of operations; at year end the report had been received and its recommendations accepted for implementation.

Regional meetings with provincial tourist authorities and the major carriers were intensified and brought fresh dividends in combined operations and co-ordinated efforts generally to make all promotional dollars go further and achieve greater effect.

Early in the year the Travel Industry Branch established liaison with officials in other federal departments and agencies, the provinces and the private sector whose duties and responsibilities are related to the travel industry. More than 30 federal departments and agencies have programs which contribute towards the development of the travel industry.

All of the provinces were visited by the Director to review at first-hand their facilities and services which cater to the visitor. Close association was maintained with the private sector, primarily by regular contact with the various trade associations.

To accomplish the prescribed objectives of the Branch, three Divisions were formed: Industry Evaluation, Research and Development and International. As a start towards an evaluation of the industry, the Branch co-sponsored a survey of Canadian facilities and services in association with the Canadian Tourist Association and provinces. In the area of research a survey was commissioned to assess the economic impact of tourism on the economy of Canada, with the same sponsors participating. In the international area Canadian Government offices abroad have been alerted to provide information on development programs in other countries for possible application in Canada.

Canadian Government Exhibition Commission

The Canadian Government Exhibition Commission moved into newly constructed quarters at 440 Coventry Road in mid-April.

By Order-in-Council No. P.C. 1968-1306 dated July 12, 1968 the Commission was transferred from the Department of Trade and Commerce to the Department of Public Works. The Commission had been part of the Department of Trade and Commerce since 1927. The actual transfer of the control of activities to the Department of Public Works was effected September 26th by T.B. Minute 683553.

Participation Japan World Exposition, Expo '70,
Osaka March 15 - September 13, 1970.

The Canadian Government Participation Expo '70, Osaka remained under the control of the Department of Trade and Commerce.

A ground-breaking ceremony was held at the site of the Canadian Pavilion on July 1, 1968 when a contract was signed with Taisei Construction Company Limited and the construction of the Pavilion commenced.

The design and construction of exhibits and general plans were maintained according to schedule at the year's end.

EXPORT PROMOTION BY INDUSTRY SECTORS

AGRICULTURE AND FISHERIES

Oilseeds

The Department continued to promote exports of vegetable oilseeds, with emphasis upon rapeseed, the most important oilseed crop. Canada continues to lead the world in its export.

A mission sponsored by the Rapeseed Association of Canada and arranged by the Department visited Japan for three weeks in the spring. Japan is Canada's most important market for rapeseed.

The Department also sponsored a technical rapeseed mission from Britain to Canada.

Promotional material and technical literature on oilseeds and their products, produced by the Department of Trade and Commerce, the Canada Department of Agriculture, the Department of Industry, and the Rapeseed Association of Canada, were widely distributed through Canadian trade offices abroad.

Tobacco

The tobacco industry continued to expand its exports which now account for one-third of the Canadian crop. Departmental officials provide a statistical and market information service to the Canadian grower organizations and the companies engaged in export trade. As well, the Department's officers take a direct part in negotiations between tobacco manufacturing companies in Britain and the Canadian producers of flue-cured tobacco. The result has been an orderly expansion of Canadian production and trade with improved stability in the Canadian tobacco market.

Packaged Foods

The Department sponsored an extensive display of Canadian processed foods in the Supermarket Institute Convention and Exhibition in the United States. Products included Canadian cheese, high quality pork products, biscuits, maple syrup, packaged fish, and a range of supporting products. The Canadian showing of foods was the largest single display in this major trade fair, and direct sales were reported at close to \$5 million dollars. The long-term benefits will be substantial.

The Department continues to sponsor a number of food trade fair display and in-store promotions. Emphasis is shifting to joint promotions with the export committees of national food trade associations. In-store promotions of processed foods were carried out in Glasgow in May and there was a display of Canadian foods in the IKOFA in Munich in September.

Potatoes

The Department invited a delegation of Romanian potato experts to tour government research facilities and production areas in New Brunswick and Prince Edward Island as part of the continuing program to develop new overseas outlets for Canadian seed and table potatoes. A second important stage in introducing Canadian seed is to have it tested under local conditions. Samples of seed have been sent to Romania and to a number of other countries for that purpose, and results are carefully evaluated by the local authorities as well as experts in the Canada Department of Agriculture.

The United States is a major outlet for Canadian seed and table potatoes, as well as a supplier of imports. During the 1967-68 season,

the imports into Canada exceeded our exports and exerted considerable pressure on Western Canadian producers. The 1968-69 season began with heavy imports into Western Canada from the state of Washington, which resulted in the application of "value for duty" for a short period.

A large volume of frozen French fried potatoes, canned whole peeled potatoes and dehydrated potatoes has moved to export markets in recent years. Since Britain has been the major outlet, the effects of sterling devaluation have been reflected in sales of these items. One of the leading Canadian processor/exporters has set up a processing operation in Britain to preserve his position in that market.

Forage Seeds

The Department sought new and expanded markets for Canadian forage seeds. A seed trade mission visited Latin America in February. A number of Canadian varieties are now being evaluated there and Canadian producers and exporters should increase their share of this market during the next few years. A shipment of Canadian forage seed was sent to South Korea as part of our External Aid Program.

Tests of Canadian seeds sponsored by the Department continued in many countries, including Eastern Europe and Japan. Canadian seed growers became more involved in multiplication of European forage varieties for re-export and a similar program for British seeds is being continued.

A new promotion brochure "Seeds from Canada" published by the Department received wide distribution in major markets.

Apples

Production of dessert apples in recent years has been increasing in both the Northern and Southern Hemispheres, with perhaps the greatest

growth in Western Europe. Canadian apple exporters have seen continental European suppliers take a growing percentage of licences available for the import of apples into one of their traditional markets, Britain.

The Department organized a tour of Britain by representatives of the principal apple areas in Canada in January, at the peak of the shipping season. All aspects of the trade were studied and discussions held with government officials. Mission members examined the feasibility of containerized shipments of apples and other produce; the first experimental shipment of apples and onions in containers was made to Britain in November.

Furs

The Department again exhibited a wide variety of wild and ranched furs at the International Fur Exhibition in Frankfurt, West Germany, in April. This exhibition is the largest of its kind in the world and the successful participation of the Department over the years has focused the attention of many of the world's major fur buyers on Canadian furs. As in other years, the project was carried out in co-operation with other Federal departments, the provinces, and the ranched fur associations.

Cheddar Cheese

An annual global import quota of 1,225,000 pounds for aged cheddar cheese was established by the United States in July, 1967. This allowed increased access for aged Canadian cheddar cheese in 1968 and approximately 350,000 pounds were exported under the conditions attached to it. The remainder was taken up by low quality cheddar cheese from other countries destined for processing and not for table use as was the intent of the quota. This new quota is in addition to the long-established annual United States global import quota for cheddar cheese, of

which Canadian exporters are entitled to supply approximately 612,000 pounds. Representations were made during the year to the U.S. to have the aged cheddar cheese quota designated as a Canadian quota rather than a global quota.

Livestock

The Department continued to work in close co-operation with exporters, breeders and the breed associations in promoting exports of purebred livestock.

Holstein-Friesians and Herefords were exhibited at a large agricultural fair in Spain and as a result of the interest shown in them by Spanish breeders, a livestock mission from that country was brought to Canada. Livestock missions were also brought to Canada from Portugal, Guatemala, Honduras, Poland and Romania. The members of these missions were favourably impressed with the quality of the cattle they saw. Some sales were made as a result of these missions and future prospects appear good.

The Department provided financial assistance in connection with a Holstein-Friesian comparison test that is being conducted in France. This involves comparing the production of 50 Canadian Holstein-Friesians with an equal number of French Friesians on traditional French farms. It is expected that the results will be favourable and that there will be an increased demand in France for Canadian Holstein-Friesians.

Other trade promotional activities related to purebred livestock which were carried out during the year included the presentation of the Canada Trophy at a number of agricultural fairs abroad, the preparation of material for a series of brochures on Canadian purebred beef cattle and the provision of financial assistance in sending livestock

judges to judge at fairs in countries where there are markets or potential markets for Canadian purebred cattle.

Agreement was reached with the Canadian Committee of Animal Breeders to produce a film on a cost-share basis on artificial insemination in order to promote exports of frozen semen.

Meat and Meat Products

In response to a growing demand in Japan for dressed beef and beef cuts, the Department, in co-operation with two Canadian meat packers, sponsored a demonstration and seminar on Canadian beef in Tokyo in November. The event was well attended by representatives of the Japanese meat trade and government officials. Useful discussions were held which should result in a penetration of the Japanese market for beef and pork.

The Department continued to work with the Meat Packers Council of Canada in developing plans for more effective promotion of processed pork products in the United States.

Grain

In 1968, the Grain Division continued to carry out departmental responsibility for activities concerning wheat, oats, barley, rye and wheat flour, and co-ordinate these activities with the Canadian Wheat Board, the Ontario Wheat Producers' Marketing Board, the Board of Grain Commissioners, the Trade Commissioner Service, Canadian International Development Agency, and the private trade. Export value of products for which the Division was responsible amounted to \$820 million.

In the past year, officers of the Division, while continuing their main task of grain market development, participated in international grain meetings and negotiations in London, Washington and Canberra. The Division was also concerned with a review of credit facilities for wheat,

the organization of the National Grains Council, the high moisture grain problem, and preparation of legislation for Parliament to amend the Prairie Grain Advance Payments Act.

Fisheries

The Department maintained contact with federal and provincial government fisheries officials and the fishing industry across Canada. Exporters of fisheries products were provided with up-to-date information on trade opportunities abroad, and officers of the Department made frequent visits to the trade from coast to coast to discuss export prospects and marketing problems at first hand.

Information received from the Trade Commissioners' offices throughout the world was collected, summarized, and circulated to the trade. During 1968 the Department distributed more than 200 special market and production bulletins. Officers of the Department addressed meetings of trade organizations and federal and provincial fisheries officials.

The Department, in co-operation with the federal and provincial fisheries departments and the Canadian fishing industry, continued its systematic examination of fisheries production and markets in leading fish producing and consuming countries of the world. As part of this program, on-the-spot checks into market conditions were made in Britain, West Germany, Belgium, Portugal, Spain, Italy, and Greece. The Department also assisted in co-ordinating the visits of foreign fish buyers to various segments of the Canadian fisheries.

During the year, imports of low cost frozen groundfish fillets and blocks from European suppliers had a deterrent effect on the price for these products in the United States market - and the Department worked in

close co-operation with other government and industry officials with a view to alleviating the situation. This included a search for new products and an examination of outlets in non-traditional markets. The Department also sponsored a Canadian Fisheries display at the American Commercial Fish Exposition held in Boston. Sample products of some 30 Canadian exporters were exhibited.

With the exception of the low prices being received for frozen cod blocks, the Canadian fishing industry enjoyed a record year. The value of exports of Canadian fisheries products in the calendar year 1968 reached an all-time record, some \$258.7 million - or about 9.67 per cent higher than in 1967.

On December 18, 1968, an Act to regulate interprovincial and export trade in freshwater fish and to establish the Freshwater Fish Marketing Corporation was introduced and received first reading in the House of Commons.

RESOURCE MATERIAL

Metals and Minerals

The metals and minerals industry enjoyed continued increases in export activities during 1968.

Detailed commodity market area studies were carried out in 1968 for a number of major products within the metals and mineral sectors.

Iron Powder

In order to determine the extent and type of export promotion most suitable, a study was made of major consuming areas of powdered iron for the advice and guidance of the Canadian powdered iron manufacturers.

Transmission Line Power Projects

In the interest of export development and to support the efforts of various Canadian construction groups, the Department held a series of joint meetings with interested segments of the Canadian Transmission Line Tower Manufacturers and basic structural steel producers to advise the industry on pending world projects in which Canada could participate. Two groups were formed to study existing and future projects.

Iron and Steel Foundries

A composite directory was prepared for the Canadian iron and steel foundry industry. This booklet provided detailed information on Canadian exporters of iron and steel castings. This was a cost-sharing project and participating companies assumed part of the cost of publication. The booklet was distributed overseas and throughout the United States and was designed for use as a standard reference by purchasing agents and others engaged in iron and steel castings procurement.

Forgings

In line with the Department's policy of assisting trade associations to develop export markets, a study was made of various areas in the United States to determine the competitiveness of Canada's forging industry. As a result of the study, in April two members of the Canadian Forgings Association and a representative from the Department of Trade and Commerce conducted a market survey in southern California on the requirements of forgings for the aerospace industry. A written report was published and distributed to the industry.

Non-Ferrous Metals

A report on Canadian non-ferrous metals was prepared to outline

supply conditions and export interests within the industry. This study was designed to assist and guide Trade Commissioners in the promotion of Canadian non-ferrous products.

The Plating Industry in Canada

In view of the nickel shortage in Canada and the free world, a survey was made of the Canadian plating industry in order to determine the size of the industry, its requirements of nickel, and its part in the domestic as well as export performance of the Canadian manufacturing industry.

Wire and Cable

A reconnaissance survey was completed to East Asia to identify potential markets in that area for electrical wire and cable products. A report was subsequently prepared and distributed to Canadian manufacturers.

A report on the wire and cable industry in Japan was prepared to assist the Canadian manufactureres in determining the nature of competition they face in East Asia.

Molybdenum

Due to increased activity in exploration and development of this metal in the past year, a report was prepared to outline the new Canadian supply situation and its position in world markets. This study reports on sources, markets, prices and uses of molybdenum.

Asbestos

During the year a survey was made of the Canadian share of the world market for asbestos. This survey, carried out annually, covered 24 major markets. The information was distributed to Canadian asbestos exporters for use in their continuing market development program.

Silica

A report covering specifications and uses, plus market prospects in 17 countries, was published and distributed to Canadian silica producers to assist the industry in export marketing.

Sheet Glass

In view of the continuing growth in new production capacity for sheet glass, a survey of 22 countries was completed and distributed to the Canadian sheet glass industry. The survey covered production, trade, terms of access, in addition to detail and channels for sale.

Chemicals

The chemical industry passed through a year of growth in sales both to the domestic and export markets, while at the same time undergoing a period of uncertainty over the general environment affecting its future growth. Studies were initiated to determine ways and means of overcoming some of the problems associated with size of plant and cost of production in order that Canada might continue to increase its share of domestic and export markets. Various proposals are under consideration.

Officers of the Department worked closely with producers of chemicals, synthetic resins and basic shapes in an effort to expand exports of these products to Britain, and to Caribbean and Latin American markets. Market surveys were conducted and a number of agents appointed. This trade promotion has resulted in exports of new products, penetration of new markets and the introduction of some companies to export marketing for the first time.

Market opportunity reports on detergents, polishes and waxes, and aerosols were released to specific industry sectors to stimulate interest in trade promotion of these products. Discussions were also

held with the aerosol industry to determine measures for developing export markets as a follow-up to the aerosol industry study prepared previously by the Division. Visits to firms in Manitoba were arranged in co-operation with the provincial government to investigate possible export opportunities. A booklet "Chemical Products for the Construction Industry" was started for completion in 1969. It will serve to introduce construction chemical specialties for tourist, industrial and institutional projects abroad.

The fertilizer industry was particularly active as domestic and world production continued to grow at a faster rate than markets could be developed. The resultant downward pressure on prices and threats to the continued free movement of potash into the U.S. market required close liaison at government and industry levels in the study of these problems and those related to transportation of the product. Ways and means were also pursued to achieve more efficient utilization of aid funds for fertilizer purchases and to achieve savings in costs through use of bulk transportation or more economical bags.

Canada is an active member of the IRSG (International Rubber Study Group) and the Department was responsible for providing an officer to head the Canadian delegation and to develop extensive briefing for use by the delegation at the two meetings held by the Group during the year. The Canadian delegate was elected Chairman of the Group for the 1968/69 fiscal year. A work program was approved which it is hoped will determine the supply/demand position through 1975 for general-purpose synthetic rubbers and natural rubber in North America, Europe and possibly Japan.

Close liaison was maintained with export committees of a number of trade associations in the chemical sector in an effort to encourage greater interest and participation in export trade. A review of various trading companies was also commenced to determine the degree of their market or commodity specialization and if such specialization would be of interest and assistance to chemical producers.

Forest Products

Forest products continued to account for approximately one fifth of total Canadian exports in 1968.

The Department's forest products specialists worked closely with all sectors of the forest based industries, both directly and through the various trade associations in planning and executing trade development programs designed to expand export markets and to open up new areas of export potential.

Housing and Construction

Effective advances were made in obtaining the acceptance and use of Canadian timber-frame home-building methods in several selected markets abroad. Special promotional efforts were made in Holland and France with housing study missions from both countries visiting Canada during the year. As a result of these and earlier missions, considerable progress was made in attaining the objectives of the trade development program sponsored by the Department in these countries. In addition to the basic aim of increasing forest products exports, wider interest in entering these markets was generated within the Canadian home-building industry.

In Britain and on the European continent the Department participated in various trade fairs and special exhibits designed to

demonstrate the advantages of timber-frame construction techniques.

In Britain the number of builders using the timber-frame method of construction continued to increase as a result of the effective trade development program carried out in that market.

Beginning September 1967, participation in the medium density timber-frame housing project "The Maples" at Harlow, England, culminated with the closing of the display homes at the end of June and the return to Canada of the two Harlow-based representatives of Central Mortgage and Housing Corporation. The site was visited by many architects, builders, housing authorities, as well as the general public.

Considerable interest in timber-frame building methods was generated in the Commonwealth Caribbean during 1968 and market studies in this area are now under consideration.

Lumber and Wood Products

Promotion on behalf of Canada's primary and secondary wood products industries focused special attention on items affected by tariff negotiations with the Kennedy Round. Efforts to maintain traditional export outlets were continued during 1968 with increased emphasis being placed on the development of new markets, particularly in Europe and the Far East.

In co-operation with industry trade associations across Canada, the Department sponsored 12 forest products exhibits in the United States.

Industry was helped in the preparation and distribution of a wide range of trade publications designed to gain acceptance of Canadian wood products in export markets. This material was used effectively in connection with market surveys carried out in the United States and in Western Europe.

During the year the Department's forest products specialists participated in meetings held by 17 industry trade associations across Canada. In addition, these officers represented Canada at six international conferences. Canadian industry was kept fully informed of international trade and technical developments affecting Canada's competitive position in a growing world market for lumber, plywood and allied wood products.

Trade development projects were undertaken during 1968 to increase the value of exports through the provision of technical and promotional literature relating to new Canadian wood products and end-use applications. The development of markets for wood components having a high labour content such as dimension stock, furniture parts and wood trimmings was given special consideration. The value of exports of primary and secondary wood products having a higher degree of manufacture increased substantially during 1968.

Pulp and Paper

During the year the Pulp and Paper Section carried out studies of world markets for fine papers and paperboard. Surveys relating to the rapidly developing demand for paper disposables in the United States and Western Europe were also undertaken in consultation with industry. These examinations were conducted with a view to ensuring maximum impact by Canadian products in these markets and to determine future product requirements as a guide to manufacturers.

An officer attended the semi-annual meetings of the OECD Special Committee for Pulp and Paper. These sessions were largely devoted to the harmonization of statistics between member countries' special studies on production and consumption trends and an exchange of industry

and trade information. In addition, a special seminar was attended by senior government and pulp and paper industry executives to discuss investment programming and profitability within the pulp and paper industry.

An intensive program of company visits was undertaken during 1968. Officers attended the annual conventions of the Technical and the Woodlands Section of the Canadian Pulp and Paper Association, Montreal; the Technical Association of the Pulp and Paper Industry in New York; the recently formed Disposables Association, New York; and the Canadian Packaging Association Convention, Toronto.

Numerous visitors from other countries were received and advised on sources for various pulp, paper, and paper products. Initial work commenced on export directories and promotional brochures for the Canadian paper and paper product producers.

Surveys of world newsprint and woodpulp markets were carried out in co-operation with the Newsprint Association of Canada and the Canadian Pulp and Paper Association.

MANUFACTURED PRODUCTS AND SERVICES

Tourist, Commercial and Institutional Projects

In an effort to exploit opportunities resulting from the rapidly developing worldwide tourist industry and the need for new facilities, the Department has been working closely with firms and consortia which can offer package deals or turn-key proposals on major multi-million-dollar hotel and tourist resort projects. In this connection, a number of new consortia groupings were formed. Some of these were successful in obtaining contracts abroad for the outfitting of hotels and for the complete package,

including design, construction, and outfitting.

Much effort was concentrated in the Caribbean area, because of its rapid growth of tourism, tax and tariff concessions granted on new hotel construction and other factors. The highlight of these activities was the Caribbean Hotel Association Convention, Barbados, June 5-9, 1968, which was attended by more than 50 Canadians. These included architects, engineers, contractors, interior designers, contract furnishers, food facilities consultants, kitchen fabricators, management consultants, hoteliers, investors, bankers, transportation specialists, travel editors, and manufacturers. While at the Convention and on visits to other islands in the Caribbean, the delegates uncovered a number of trade opportunities and some of these have resulted in additional business for the firms concerned. In addition, good contacts were established with hoteliers in the area.

The Department is preparing a trade promotional catalogue specially for the hotel, restaurant and institutional trade. This will enable trade commissioners abroad to better promote Canada's capabilities in this field to architects, engineers, interior designers, international hotel chains, hotel and institutional supply firms, investor/developers, and others.

Educational Services and Equipment

Through contacts with the many specialized agencies of the United Nations, the World Bank, the Development Banks and governments of developing countries, success has been achieved in demonstrating Canadian capability to provide professional and technical services and the complete package or turn-key approach to long-range integrated educational programs. In this regard two separate Canadian consortia of

firms have received contracts to do studies and plan educational programs for countries in Africa.

Manufacturers of educational equipment and school furnishings, were assisted by the Department in developing their interest in international markets.

Export sales to the U.S.A. increased sharply as a result of the Department's participation in the American Association of School Administrators Annual Convention, Atlantic City, New Jersey and the American Vocational Association, Dallas, Texas. A useful cost-sharing advertising program with Canadian industry was initiated.

As a result of several survey missions to Paris and Geneva and a trip to Canada by a top ILO official, several orders were placed in Canada by UNESCO and ILO.

A trade mission on specialized teaching equipment was sent to Latin America in September and a survey mission to the Middle East was carried out in November.

The Department continued its program to sell educational television services and products to developing countries on a package deal basis. This resulted in the formation of the Canadian Export Group on Educational Technology consisting of all the major companies in the field. Under the auspices of the Department a market study was performed in Latin America and the Caribbean by a member of the group with a view to bidding on the most prominent projects.

Medical and Scientific Equipment

The medical and scientific equipment industry continued its growth in Canada and the Department implemented its trade promotion programs in this area. Selling missions were sent to Europe, New Zealand,

Australia and South Africa. The results were extremely good from a sales point of view, but also demonstrated to buyers and users in the countries visited Canada's technological and engineering capabilities in this field.

The concept of grouping for export was applied to the hospital projects area after a very large market was identified. The Department helped to organize Canadian industry into the Canadian Hospital Export Group, and this group has already bid on projects in the Philippines, the Middle East and Africa.

Catering and Allied Equipment

Exports of catering and allied equipment for 1968 show a sharp rise over the 1967 figure. The increase is attributed mainly to the demand for tourist facilities throughout the world.

Opportunities to develop export markets were brought to the attention of manufacturers by the Department's participation in "Hotelympia" in London, "Equip Hotel" in Paris and the International Autumn Fair in Zagreb. In addition, tours of foreign industry were undertaken in Britain, Scandinavia, Western Europe, Eastern Europe and the Middle East. Several buyers from foreign countries were brought to Canada under the Incoming Trade Visitors Program.

The publication "Catering and Allied Equipment from Canada" was distributed to all the trade offices. This publication served the purpose of acquainting foreign businessmen with the best equipment available in Canada.

There was continuing liaison with the Associations with respect to the formation of export committees.

Major Appliances

The Canadian major appliance industry is in the process of substantial structural change. There is an increased awareness of export potential, which will be matched with increased ability to export because of the structural changes. Realization of this potential will require a concerted effort on the part of manufacturers.

Lighting Equipment

As part of the "Design and Export Program" a display of lighting equipment was presented in the show rooms of five Trade Commissioner posts in the U.S. The show indicated that unique or very well designed products in the lighting field would be appreciated in the United States but that a planned step-by-step marketing program is required on the part of exporters.

Airports for Export

The comprehensive Airport Export Program which was inaugurated in 1966 has been continued with satisfactory results. Consortia formation has been encouraged to increase Canadian competitiveness in the rapidly expanding airport market. A consortium of Canadian consultants was awarded the feasibility study for a \$100 million international airport in Brazil. Another consultant was retained to put together a \$25 million equipment package for Yugoslavia.

In co-operation with the Airport Committee, the Department has provided support for the Airport Export Program by co-ordinating publicity, fairs and missions and market research. The first issue of the "Airports for Export" portfolio was distributed through trade offices abroad. An audio slide presentation for publicizing Canadian competence in airport planning, design, construction and equipment has been prepared and is now being shown to civil aviation authorities by our posts. The Airport

Planning Manual, the second edition of the Airport Catalogue and the third World Market study are in the final stages of preparation and will be ready for distribution in 1969.

International Standards

The Department has been involved in promoting and developing greater interest in international standards in Canadian industry and acceptance of Canadian standards in international trade.

The Commonwealth countries of the Caribbean were selected as a market area where the promotion of co-operation on standards may prove fruitful. Standards organizations in the Caribbean were visited by representatives of Canadian industry and standards bodies. Caribbean inspection officials came to Canada at the Department's invitation to attend standards meetings here. Canadian standards bodies will meet with their opposites of the Commonwealth countries of the Caribbean in the early part of 1969 as another step in developing interest and co-operation in international standards.

During the year the Department co-operated with the Department of Industry and other departments and interested organizations in the development of proposals for a Standards Council of Canada.

Jewellery

The Canadian jewellery industry has grown in size and sophistication in the last few years. Canadian firms have achieved a world-wide reputation based on quality and styling and Canadian designers have won awards in international competitions. The Canadian industry is now a \$100 million operation comprising close to 300 manufacturing establishments

employing approximately 6,000 people. Manufacturers in Canada produce a wide range of jewellery and related items including precious jewellery, costume jewellery, silver holloware, watches and clocks.

Electronics Products

The year 1968 saw a substantial increase in Canadian company interest in selling commercial components, equipment and related tooling in overseas markets. An electronic components mission to Europe in 1966 (and the relevant report) alerted many companies to the potential of Europe. As a result of this growing interest the Department arranged for their participation in the Paris Electronic Components Fair in April and the Munich "Electronica" Fair in November. The sales resulting from these two shows may well run over the \$1 million mark.

Considerable marketing effort by Canadian manufacturers was directed to the large Latin American market. The United Nations, in co-operation with the Inter-American Development Bank initiated a \$955,000 pre-investment study for the Inter-American Telecommunications Network leading to increased sales activity in this area. There is an estimated \$2 billion requirement for communication equipment in Latin America over the next 10 years.

A market survey for telecommunications systems was carried out in the Middle East.

A new electronics catalogue was prepared for use at trade shows. This contains a description of the Canadian electronics industry, photographs of unique Canadian-developed electronic products, and lists approximately 200 electronic manufacturers, their products and consulting engineering capabilities.

Liaison continued with the Electronics Industries Association in preparing the electronics catalogue and for incoming and outgoing missions. Particular emphasis was placed on co-ordinating our current marketing program with the EIA Export Sub-Committee.

Electrical Equipment

The marketing program initiated in 1967 was further developed and expanded during 1968, with the prime objective of increasing Canadian participation in major overseas electric power projects and promoting Canada as a supplier of engineered electrical products and systems.

South America continued to be a prime area of concentration. In October the Department sponsored an incoming power mission from Argentina and Colombia. During the year, the Department received a number of delegations from power authorities in Latin American countries interested in Canadian developments in electrical power generation and distribution and investigating the procurement of Canadian equipment and services.

Canadian firms were provided with market studies, requests for quotations and financing information. In addition, special efforts were made to assist the export promotion and activities of Canadian consulting engineering services.

Engineering Services

In 1968 the export value of engineering services rose to a record level of close to \$40 million. The leading sector was forestry, followed by power, aerial surveys, industrial, mining and transportation.

During the year Canadian consultant and aerial survey firms continued to be successful on contracts financed by the United Nations Development Program, the World Bank and the Inter-American Development Bank.

Meetings were held with the Association of Consulting Engineers of Canada with a view to establishing closer collaboration in the development of export programs.

Consulting engineering firms participated in a trade mission to the U.S.S.R.

Through the Department's incoming missions program, representatives of firms of consulting engineers were able to meet with officials from Latin America, the Caribbean, U.S.S.R., Yugoslavia, India and various countries in Southeast Asia.

Industrial and Process Equipment

Canada's capability in the design and manufacture of industrial and process equipment was promoted at the American Society of Tool and Manufacturing Engineers Exposition in Philadelphia in April and the Brno International Trade Fair, Brno, Czechoslovakia in September. Canadian equipment displayed was well received and found adaptable to industry requirements in both the highly industrialized and the developing countries.

The Department sponsored an incoming logging and sawmilling equipment mission from Latin America (Mexico, Chile, Peru, Argentina). An outgoing mission of Canadian logging and sawmilling equipment manufacturers and consultants visited the U.S.S.R.

Industrial tours were arranged for foreign visiting groups interested in iron ore pelletizing equipment (U.S.S.R.), logging and sawmilling equipment (U.S.S.R.), mining equipment (Brazil), oil and natural gas equipment and plants (U.S.S.R.), joint venture ore processing arrangements with Canadian firms (Bulgaria).

Transportation Equipment

In 1968 there was a further major increase in production and exports of basic transportation equipment.

Within the transportation equipment field (including automotive, aerospace, marine, rail, subway, agricultural equipment and special vehicles) notable gains were made -- particularly in the automotive and aerospace fields -- while a slight decrease occurred in the agricultural equipment field.

Throughout the year, increased support was given to the promotion of exports in the marine, rail and agricultural equipment sectors. A marked increase was achieved in export activities by the manufacturers of railway and subway equipment and the shipbuilding industry.

APPENDICES

Appendix "A"

Head Office Directory (on December 31, 1968)

HEAD OFFICE, INDUSTRY, TRADE AND COMMERCE BUILDING
Wellington and Lyon Streets, Ottawa, Ontario

Telex - 013424

Minister: The Honourable Jean-Luc Pepin

Executive Assistant: P. Fortin
Private Secretary: Mrs. M. Mihm

Deputy Minister: J.H. Warren

Executive Assistant: A.A. Lomas
Legal Adviser: A.P. Foster
Special Adviser to the Deputy Minister: Denis Harvey

Senior Assistant Deputy Minister
(Industry and Trade Development): A.G. Kniewasser

Executive Assistant: F.I. Wood

Assistant Deputy Minister (Trade and Industrial Policy): M. Schwarzmenn

TRADE POLICY

OFFICE OF AREA RELATIONS

General Director: T.M. Burns

Director, United States Division: J. Stone
Director, Asia and Middle East Division: B.F. Armishaw
Director, Commonwealth Division: R.B. Nickson
Director, European Division: A.W.A. Lane

Director, Latin American Division: W. Brett

OFFICE OF GENERAL RELATIONS

General Director: M.G. Clark

Director, Industrial Commodity Arrangements & Policy: W.M. Miner
Director, General Relations & Special Projects: P.T. Eastham
Director, International Organizations: B. Steers
Director, International Financing: J.R. Midwinter

TRADE PROMOTION

OFFICE OF COMMODITIES AND INDUSTRIES SERVICE

General Director: J.P.C. Gauthier
Special Assistant: W.R. Van

Agriculture and Fisheries Branch

Director: D.B. Laughton
Assistant Director (Agriculture): A.J. Stanton
Assistant Director (Fisheries): T.R. Kinsella
Assistant Director (Commodity Arrangements and
Markets Development): J. MacNaught
Chief, Fisheries Division: M.S. Strong
Chief, Grain Division: R.M. Esdale
Chief, Livestock and Animal Products Division: K.L. Melvin
Acting Chief, Plant Products Division: J.B. Mountain
Commodity Arrangements and Markets Development Division:
Commodity Arrangements: D.H. Burns
Markets Development: J.N. Guerin

Industrial Materials Branch

Director: A.M. Tedford
Chief, Chemicals Division: G.E. McCormack
Chief, Forest Products Division: M.N. Murphy
Chief, Metals and Minerals Division: R.J. Jones

Manufacturing Industries and Engineering Branch

Director: T.C. Arnold
Chief, Appliances and Commercial Machinery
Division: G.W. Rahm
Chief, Electrical and Electronic Equipment
Division: R. Sangster
Chief, Mechanical Equipment and
Engineering Division: R.C. Wallace
Chief, Textiles and Consumer Goods
Division: A.C. Fairweather

OFFICE OF EXTERNAL TRADE SERVICES

General Director: R.K. Thomson

Trade Commissioner Service

Director (Personnel and Finance): H.M. Maddick
Assistant Director (Personnel): I.R. Smyth
Assistant Director (Finance): W.J. Collett
Director (Operations and Development): H.S. Hay
Assistant Director (Operations): M. Rowan

Inspector: H.E. Campbell

International Defence Programs Branch

General Director: D.H. Gilchrist
Director: D.J. Janigan
Chief, U.S. Market Development Division: W.E. Grant
Chief, Project Marketing Division: F. Dugal
Chief, Overseas Market Development Division: -
Chief, Market Research and Analysis Division: O.W. Bennett

OFFICE OF PROMOTIONAL SUPPORT SERVICES

General Director: L.J. Rodger

Trade Fairs and Missions Branch

Director: D.A.W. Olliver
Chief, Trade Fairs Abroad Division: W.P. Schutte
Chief, Trade Missions Division: R.C. Montreuil

Trade Publicity Branch

Director: J.A. Murphy
Assistant Director: G.P. O'Keefe
Assistant Director: K.A. Prittie
Chief, Art Division: R.H. Williamson
Chief, "Canada Courier" Division: P. Bomford
Chief, Editorial Division: J.K. Purvis
Chief, "Foreign Trade" and "Commerce Extérieur"
Division: Miss O. Mary Hill
Acting Chief, Media Relations Division: R.T. Waugh

Transportation and Trade Services Branch

Director: G.M. Schuthe
Deputy Director: C. Varkaris
Chief, Export and Import Permits Division: S.G. Barkley
Chief, Regional Offices and Trade Services Division: -
(Regional Offices - See Appendix B)
Chief, Transportation Division: H.A. Hadskis
Osaka '70 - Director General: Patrick Reid

OTHER SERVICES

OFFICE OF ECONOMICS AND TRADE ANALYSIS

General Director: V.J. Macklin

General Analysis Branch

Assistant Director: C. Schwartz
Canada and U.S. Division: D.F. McKinley
Chief, Overseas Analysis Division: F.A. Piscopo

Market Analysis Branch

Assistant Director: A.M. Coll
Chief, Resource Commodities Division: R.J. Konecny
Chief, Manufactured Products Division: W.L. Posthumus
Regional Trade Patterns: H.D. Henderson

Investment Analysis Branch

Director: J.H. Latimer
Chief, Capital Expenditures Division: A.N. Polianski
Chief, Foreign Investment Division: R.J. Loosmore
Chief, International Companies Division: T.R. Vout

OFFICE OF PERSONNEL

General Director: E.J. Fitzpatrick
Bilingual Adviser: Paul Beaudet

Director, Classification: G. Morriscey
Director, Personnel Operations: J.G. Ratz

OFFICE OF COMPTROLLER-SECRETARY

General Director: Jules Demicher

Chief, Financial Services Division: D. Bresnahan
Chief, Management Services Division: Brock Short
Chief, Office Services Division: C. Drolet

OFFICE OF TOURISM

General Director: T.R.G. Fletcher

Canadian Government Travel Bureau
150 Kent Street, Ottawa, Ontario Telex 013474

Director: Dan Wallace
Assistant Director: Roland Boire
Chief Administrative Officer: J.E. Thorpe
Manager, Operations Division: M.E. Campeau
Co-ordinator, Co-ord. Offices Abroad: Arthur Peers
General Manager, Marketing/Advertising Division: J.A. Carman
Manager, Publicity and Promotion Division: J.M. Harrison
Chief, Publications Division: D.J. Molloy
Chief, Travel Information Services: W.R. MacLean

Tourist Industry Branch

Acting Director: F.B. Clark

Appendix "B"

Regional Offices of the Department (On December 31, 1968)

St. John's, Nfld., Sir Humphrey Gilbert Building,
Duckworth Street
Regional Officer: B.E. Baker

Halifax, N.S., 1256 Barrington Street,
Regional Manager: D.J. Packman

Montreal 2, Que., Room 2325,
1 Place Ville Marie
Regional Manager: J.G. Touchette

Toronto, Ont., Suite 3001, P.O. Box 114,
Toronto Dominion Centre
Regional Manager: R. Campbell Smith

Winnipeg 1, Man., Room 521, 269 Main Street
Regional Manager: G.A. Gillespie

Edmonton, Alta., Oliver Bldg., 802 Chancery Hall,
3 Sir Winston Churchill Square
Regional Manager: W. Mackenzie Hall

Vancouver 2, B.C. Room 405,
325 Granville Street
Regional Manager: J.F. Murray

Appendix "C"

Location of Trade Commissioner Service Posts Abroad on December 31, 1968

Territory	Officers	Address
Argentina--Buenos Aires (Territory includes: Paraguay)	-----Commercial Counsellor Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary	Canadian Embassy Casilla de Correo 3898 Suipacha 1111 BUENOS AIRES
Australia----- Sydney (Territory includes: States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies)	-----Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	P.O. Box 3952, G.P.O. A.M.P. Building 21st Floor, Circular Quay SYDNEY
Melbourne----- (Territory includes: States of Victoria, South Australia, Western Australia, Tasmania)	-----Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	Mobil Centre 2 City Road SOUTH MELBOURNE, 3205 Victoria
Canberra----- (The Canberra office handles only those Trade enquiries that require liaison with Federal government departments and agencies.)	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada Commonwealth Avenue Yarralumla 2600 CANBERRA ACT

Territory	Officers	Address
Austria--Vienna----- (Territory includes: Albania, Bulgaria, Hungary, Romania)	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 190 Obere Donaustrasse 49/51 1020 VIENNA 2
Belgium--Brussels----- (Territory includes: Luxembourg)	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS 4
Brazil----- Rio de Janeiro	Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Caixa Postal 2164-ZC-00 Edificio Metropol Avenida Presidente Wilson 165 RIO DE JANEIRO
Sao Paulo-----	Consul and Trade Commissioner	Canadian Consulate Caixa Postal 6034 Edificio Scarpa Avenida Paulista 1765 9 andar SAO PAULO

Territory	Officers	Address
Britain----- London (Territory includes: Gibraltar)	Minister (Commercial) Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor (Metals and Minerals) Attaché (Exhibitions) Commercial Secretary (Timber) Commercial Secretary Attaché (Publicity) Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary (Timber) Assistant Commercial Secretary Assistant Commercial Secretary Attaché (Fisheries) Attaché (Exhibitions)	Office of the High Commissioner for Canada 1 Grosvenor Square LONDON W1X 0AB
Liverpool----- (Territory includes: Midlands, North England)	-----Canadian Government Trade Commissioner Assistant Trade Commissioner	Martins Bank Bldg., Water Street, LIVERPOOL L2 3SY.
Glasgow----- (Territory includes: Scotland)	-----Canadian Government Trade Commissioner	Cornhill House 144 West George St. GLASGOW C2, Scotland.

Territory	Officers	Address
Belfast----- (Territory includes: Northern Ireland)	-----Canadian Government Trade Commissioner	15-17 Chichester St. BELFAST BT1 4JB Northern Ireland
Ceylon--Colombo-----	-----	Commercial Division Office of the High Commissioner for Canada P.O. Box 1006, 6 Gregory's Road Cinnamon Gardens COLOMBO
Chile--Santiago-----	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Casilla 771 Augustinas 1225, 5th Floor, SANTIAGO
Colombia--Bogota----- (Territory includes: Ecuador)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado Aereo 8582 Edificio Banco de Los Andes Carrera 10, No. 16-92 BOGOTA
Cuba--Havana-----	-----	Commercial Division, Canadian Embassy Gaveta 6125 Calle 30 No. 518 esquina 7 ^a Avenida Miramar HAVANA
Czechoslovakia -----	-----Acting Commercial Secretary	Commercial Secretary Canadian Embassy Chancery Mickiewiczova 6 PRAGUE 6

Territory	Officers	Address
Denmark--Copenhagen-- (Territory includes: Greenland, Poland)	-----Commercial Counsellor Vice Consul and Assistant Commercial Secretary	Canadian Embassy Prinsesse Maries Allé 2 COPENHAGEN V
Dominican Republic----- Santo Domingo	-----	Commercial Division Canadian Embassy Apartado 1393 Edificio Copello 408 Calle El Conde SANTO DOMINGO
European Communities----- (Territory: European Community, European Atomic Energy Community, European Coal and Steel Community)	-----Deputy Head Counsellor First Secretary Second Secretary	Mission of Canada to the European Communities Canadian Embassy 35, rue de la Science BRUSSELS 4, Belgium
France--Paris----- (Territory includes: Algeria, Andorra, Monaco, Morocco)	-----Minister-Counsellor (Commercial) Commercial Secretary Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy 35 Avenue Montaigne PARIS 8 ^e

Territory	Officers	Address
Germany--Bad Godesberg-- (Territory includes: States of Baden-Wuerttemberg, Bavaria, Hesse, Rhineland, Palatinate, Saar; West Berlin)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Kennedy-Allee 35 BAD GODESBERG
Duesseldorf-- (Territory includes: State of North Rhine-Westphalia)	-----Consul General Consul Vice Consul	Canadian Consulate General Koenigsallee 82 4 DUESSELDORF 1
Hamburg-- (Territory includes: City States of Bremen and Hamburg; States of Lower Saxony and Schleswig-Holstein)	-----Consul General Consul Vice Consul	Canadian Consulate General Esplanade 41-47 2000 HAMBURG 36
Ghana--Accra-- (Territory includes: Guinea, Ivory Coast, Liberia, Mali, Mauretania, Togo, Upper Volta)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1639 E 115/3 Independence Avenue ACCRA
Greece--Athens-- (Territory includes: Turkey)	-----Commercial Counsellor, Assistant Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Avenue ATHENS 138
Guatemala--Guatemala City-- (Territory includes: Costa Rica, El Salvador, Honduras, Nicaragua, Panama, and Canal Zone)	-----Commercial Counsellor, Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 400 5a Avenida 11-70, Zone 1 GUATEMALA CITY, C.A.

Territory	Officers	Address
Hong Kong--Hong Kong----- (Territory includes: Cambodia, Communist China, Laos, Macao, Vietnam)	Senior Canadian Government Trade Commissioner Trade Commissioner Trade Commissioner Assistant Trade Commissioner	P.O. Box 126, P. & O. Building, 11th Floor 21-23, Des Voeux Road Central HONG KONG
India--New Delhi----- (Territory includes: Bhutan, Nepal, Sikkim)	Commercial Counsellor for Canada Assistant Commercial Secretary	P.O. Box 11 13 Golf Links Road NEW DELHI 1
Iran--Tehran-----	Commercial Secretary	Canadian Embassy, P.O. Box 1610, Bezrouke Building Corner of Takht Jamshid Ave. and Forsat St. TEHRAN
Ireland--Dublin-----	Commercial Counsellor for Canada	66 Upper O'Connell St. DUBLIN
Israel--Tel Aviv----- (Territory includes: Cyprus)	Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 20140 84 Hahashmoniam St. TEL AVIV
Italy--Rome----- (Territory includes: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other Countries: Libya, Malta)	Minister-Counsellor (Commercial) Commercial Secretary (Agriculture) Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Via G.B. De Rossi 27 00161 ROME

Territory	Officers	Address
Milan----- (Territory includes: Provinces of Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alto Adige, Veneto, Liguria, Trieste, Valle d'Aosta, Friuli-Venezia)	-----Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General C.P. 3977 Via Vittor Pisani 19 20124 MILAN
Jamaica---Kingston----- (Territory includes: Bahamas, British Honduras, Cayman Islands, Turks and Caicos Islands)	-----Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1500 Tobago Road Corner Trafalgar Road and Knutsford Boulevard KINGSTON 10
Japan--Tokyo----- (Territory includes: Korea, Okinawa)	-----Minister (Commercial) Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Embassy of Canada Akasaka Post Office TOKYO 107
Kenya---Nairobi----- (Territory includes: Malawi, Tanzania, Uganda, Zambia)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 3778 Industrial Promotion Services Building Kimathi Street Nairobi, Kenya

Territory	Officers	Address
Lebanon--Beirut----- (Territory includes: Iraq, Jordan, Kuwait, People's Republic of Southern Yemen (Aden), Persian Gulf area, Saudi Arabia, Syria, Trucial States, Yemen)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Bofte Postale 2300 Alpha Building Rue Clemenceau BEIRUT
Malaysia--Kuala Lumpur----- (Territory includes: Brunei, Burma)	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 990 A.I.A. Building Ampang Road KUALA LUMPUR
Mexico--Mexico City-----	-----Commercial Counsellor Acting Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado Postal 5-364 Melchor Ocampo 463, 7th Floor MEXICO CITY 5, D.F.
Netherlands--The Hague-----	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Sophialaan 7 THE HAGUE
New Zealand--Wellington----- (Territory includes: Cook Islands, Fiji, French Oceania, Gilbert and Ellice Islands, Tahiti, Tonga, Western Samoa)	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 12-049 Wellington North ICI Building, 3rd Floor, Molesworth Street WELLINGTON

Territory	Officers	Address
Nigeria--Lagos----- (Territory includes: Dahomey, Gambia, Niger, Senegal, Sierra Leone)	-----Acting Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 851 Niger House Odunlami Street LAGOS
Norway--Oslo----- (Territory includes: Iceland)	-----Acting Commercial Secretary	Canadian Embassy Fridtjof Nansens plass 5 OSLO 1
Pakistan--Islamabad----- (Territory includes: Afghanistan)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada Hotel Shahrazed ISLAMABAD
Peru--Lima----- (Territory includes: Bolivia)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Casilla 1212 Edificio El Pacifico Corner Avenida Arequipa and Plaza Washington LIMA
Philippines--Manila----- (Territory includes: Republic of China (Taiwan)).	Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General P.O. Box 1825 1414 Roxas Boulevard MANILA

Territory	Officers	Address
Portugal--Lisbon-- (Territory includes: Azores, Cape Verde Islands, Madeira, Portuguese Guinea)	-----Commercial Counsellor	Canadian Embassy Rua Rosa Araujo, 2-7º Seventh Floor LISBON 2
Puerto Rico--San Juan-- (Territory includes: Dominican Republic, Haiti, U.S. Virgin Islands)	-----Consul and Trade Commissioner	El Convento Hotel Calle del Cristo SAN JUAN
Singapore--Singapore-- (Territory includes: Indonesia, Thailand)	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 845 International Bldg., 11th Floor 360 Orchard Road SINGAPORE 1
South Africa--Johannesburg-- (Territory includes: States of Natal, Orange Free State, Transvaal, Other countries: Angola, Botswana, Lesotho, Malagasy, Mauritius, Mozambique, Reunion, Swaziland)	-----Canadian Government Trade Commissioner Assistant Trade Commissioner	P.O. Box 715, Mobil House, 17th Floor Corner Rissik and De Villiers Sts. JOHANNESBURG
Cape Town-- (Territory includes: Cape Province, Other Countries: St. Helena, South West Africa)	-----Canadian Government Trade Commissioner	P.O. Box 683 African Life Centre 13th Floor St. George's St. CAPE TOWN
Spain--Madrid-- (Territory includes: Balearic Islands, Canary Islands, Gibraltar, Rio-Muni, Rio de Oro, Spanish Sahara)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Apartado 117 Edificio Espana Avenida de Jose Antonio 88 MADRID

Territory	Officers	Address
Sweden--Stockholm-- (Territory includes: Finland)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy P.O. Box 14042 Kungsgatan 24 2-104 40 STOCKHOLM
Switzerland--Berne-- (Territory includes: Liechtenstein, Tunisia)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE
Trinidad & Tobago-- (Territory includes: Barbados, French Guiana, Guadeloupe, Guyana, Leeward and Windward Islands, Martinique, Surinam)	-----Commercial Counsellor Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1246 Colonial Building 72 South Quay PORT-OF-SPAIN
Union of Soviet Socialist Republics -- Moscow	Commercial Counsellor -----Commercial Secretary	Canadian Embassy, 23 Starokonyushenny Pereulok MOSCOW
United Arab Republic-- Cairo (Territory includes: Ethiopia, Somali Republic, Sudan)	-----	Commercial Division Canadian Embassy Kasr el Doubara Post Office 6 Sharia Rouston Pasha Garden City CAIRO
United Nations - Permanent Mission of Canada to the United Nations	-----Second Secretary	866 United Nations Plaza Suite 250 New York, N.Y. 10017 U.S.A.

Territory	Officers	Address
United States----- Washington (Territory: District of Columbia)	-----Commercial Counsellor Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary	Canadian Embassy 1746 Massachusetts Ave. N.W. WASHINGTON, D.C. 20036
New York City----- (Territory includes: States of Connecticut, New Jersey (Twelve northern countries), New York, Other countries: Bermuda)	-----Deputy Consul General (Commercial) Consul and Assistant Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 680 Fifth Avenue, NEW YORK CITY, N.Y. 10019
Boston----- (Territory includes: States of Maine, Massachusetts, New Hampshire, Rhode Island, Vermont, Other Countries: St. Pierre and Miquelon)	-----Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 500 Boylston St. BOSTON, Mass. 02116

Territory	Officers	Address
Chicago (Territory includes: States of Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kentucky, Missouri, Nebraska)	Consul and Senior Trade Commissioner Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Trade Commissioner Vice Consul and Assistant Trade Commissioner Trade Commissioner Vice Consul and Assistant Trade Commissioner Trade Commissioner	Canadian Consulate General 310 South Michigan Avenue Suite 2000 CHICAGO, Illinois 60604
Cleveland (Territory includes: State of Ohio)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Trade Commissioner	Canadian Consulate Illuminating Building 55 Public Square CLEVELAND, Ohio 44113
Dallas (Territory includes: States of Texas, Arkansas, Kansas, New Mexico, Oklahoma)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Trade Commissioner	Canadian Consulate 2100 Adolphus Tower 1412 Main Street DALLAS, Texas 75202
Detroit (Territory includes: State of Michigan and Indiana)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Trade Commissioner	Canadian Consulate 1920 First Federal Building 1001 Woodward Avenue DETROIT, Michigan 48226

Territory	Officers	Address
<p>Los Angeles----- (Territory includes: States of Arizona, California, (ten southern counties), and Clark County in Nevada)</p>	<p>-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner</p>	<p>Canadian Consulate General 510 West Sixth St. LOS ANGELES, California 90014</p>
<p>New Orleans----- (Territory includes: States of Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee)</p>	<p>-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner</p>	<p>Canadian Consulate General 2110 International Trade Mart 2 Canal St. NEW ORLEANS Louisiana 70130</p>
<p>Philadelphia----- (Territory includes: States of Delaware, Maryland, New Jersey (nine southern counties), Pennsylvania, Virginia, West Virginia)</p>	<p>-----Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner</p>	<p>Canadian Consulate 3 Penn Center Plaza PHILADELPHIA Pennsylvania 19102</p>
<p>San Francisco----- (Territory includes: States of California (except the ten southern counties), Wyoming, Nevada, (except Clark County), Utah, Colorado, Hawaii)</p>	<p>-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner</p>	<p>Commercial Division Canadian Consulate General One Maritime Plaza Golden Gateway Center SAN FRANCISCO California 94111</p>
<p>Seattle----- (Territory includes: States of Oregon, Idaho, Washington, Montana, Alaska)</p>	<p>-----Consul General and Trade Commissioner</p>	<p>Canadian Consulate General 1305 Tower Building Seventh Avenue at Olive Way SEATTLE, Washington 98101</p>

Territory	Officers	Address
Uruguay - Montevideo----- (Territory includes: Falkland Islands)		Commercial Division Canadian Embassy Casilla Postal 852 1005 Calle Prudencia Vasquez y Vega MONTEVIDEO
Venezuela - Caracas----- (Territory includes: Netherlands Antilles)	Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado del Este 11452 Avenida La Estancia No. 10 Ciudad Commercial Tamanaco CARACAS
Yugoslavia - Belgrade-----	Commercial Secretary	Canadian Embassy Proleterskih Brigada 69 BELGRADE, Yugoslavia

Appendix "D"

Location of Canadian Government Travel Bureau Offices Abroad (as of December 31, 1968)

East and Midwestern United States:

General Manager	Percy T. Cole, General Manager Eastern and Midwestern U.S.A. Room 1201, 680 Fifth Avenue New York, New York 10019
Boston	John R. Akin, Manager The Prudential Center 263 Plaza Boston, Massachusetts 02199
Cincinnati	Manager Room 1010, Enquirer Building 617 Vine Street Cincinnati, Ohio 45202
Cleveland	Ronald O. Gray, Manager Winous-Point Building 1250 Euclid Avenue Cleveland, Ohio 44115
Detroit	Roger A. Cloutier, Manager Book Building 1257-1259 Washington Blvd. Detroit, Michigan 48226
Hartford	E.L. Lynch, Manager 234 Constitution Plaza Hartford, Connecticut 06103
Indianapolis	Peter J. Fraser, Manager Room 502, Merchants Bank Building 11 South Meridian Street Indianapolis, Indiana 46204
New York	John M. Harrison, Manager 680 Fifth Avenue New York, New York 10019
Philadelphia	Courtney B. Chick, Manager Suite 305, 3 Penn Center Philadelphia, Pa. 19102
Pittsburgh	Charles A. Watt, Manager 1001-1003 Jenkins Arcade Liberty & Fifth Avenue Pittsburgh, Pennsylvania 15222

Rochester Harold E. Betts, Manager
247 Midtown Plaza
Rochester, New York 14604

Washington John R. Bunt, Manager
R.C.A Building
1725 K Street, N.W.
Washington, D.C. 20006

Western United States and Pacific Area

General Manager Alan Field, General Manager
Western United States and
Pacific Area
Golden Gateway Center
155 Jackson Street, Room 1408
San Francisco, California 94111

Chicago Greg J. Loney, Manager
102 West Monroe Street
Chicago, Illinois 60602

Los Angeles Donald E. Alexander, Manager
510 West 6th Street
Los Angeles, California 90014

Minneapolis Hector L. Crombie, Manager
124 South 7th Street
Northstar Center
Minneapolis, Minnesota 55402

Mexico Miss Annette Fortier, Manager
9th Floor
110 Avenida Morelos
Mexico, D.F., Mexico

San Francisco David Moilliet, Manager
1 Second Street
Corner of Market
San Francisco, California 94105

Seattle Thomas L. Hill, Manager
304 Union Street
Seattle, Washington 98101

Sydney R. Douglas Palmer, Manager
Fifth Floor
40 Martin Place
Sydney, New South Wales
Australia

Tokyo	William R. MacLean, Manager Palace Building 10, 1-Chome Marunouchi Chiyoda-ku, Tokyo, Japan
Europe	
General Manager	George W. Powell General Manager, Europe Macdonald House, Room 326 1 Grosvenor Square London, W. 1, England
Copenhagen	Wayne Mercer, Manager 14 Raadhuspladsen Copenhagen, Denmark
Frankfurt	Otto H. Tiessen, Manager Staatliches Kanadisches Fremdenverkehrsamt 6 Frankfurt/Main Kaiserstrasse 59 West Germany
London	Frank H. Galipeau, Manager 19 Cockspur Street London, S.W. 1, England
Paris	Pierre Turcotte, Manager 4 Rue Scribe Paris IX, France
The Hague	Peter J. Hann, Manager 3, Hofweg The Hague, Netherlands

Appendix "E"

Trade and Tariff Arrangements in force as of December 31, 1968

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Honduras, Guyana, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand and Britain and its dependent territories, except Hong Kong and the South Arabian Federation.

Canada also exchanges preferences with Ceylon, Cyprus, Gambia, Malawi, Malaysia, Malta, and Singapore and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Sierra Leone, Tanzania, Uganda and Zambia. Many of these countries are also members of GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged and exchanges specified preferences with Western Samoa.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of GATT increased during 1968 to 76 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Tunisia and the United Arab Republic are provisional members. The GATT is applied on a de facto basis to a number of newly independent states, pending final decisions as to their future commercial policy.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in-Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding trade and tariff agreements and arrangements in force on December 31, 1968 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Tariff Treatment
Australia-----	Trade Agreement signed Feb. 12, 1960, in force June 30, 1960. GATT effective Jan. 1, 1948.	Agreement provides for bindings of rates of duty and margins of preference on specified products and exchange of preferential tariff rates on most other products.
Barbados-----	Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean) GATT effective Nov. 30, 1966.	Agreement provides for exchange of preferential tariff treatment.
Botswana-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Botswana.
Britain-----	Trade Agreement signed Feb. 23, 1937, effective Sept. 1, 1937, modified by exchanges of letters Nov. 16, 1938, and Oct. 30, 1947. GATT effective Jan. 1, 1938.	Various concessions are granted by each country including exchange of preferential tariff treatment. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trusteeships.
Ceylon-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Commonwealth Caribbean----- Bahamas, Bermuda British Honduras, Leeward Island, Windward Islands.	-----Canada-British West Indies Trade Agreement signed July 6, 1925; in force April 30, 1927; Canadian notice of termination of Nov. 23, 1968, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Protocol signed July 8, 1966, provides inter alia for continuation of 1925 Agreement. Bermuda, British Honduras, the Leeward Islands, and the Windward Islands participate in GATT.	Agreement provides for exchange of preferential tariff treatment.
Cyprus-----	-----GATT effective Aug. 16, 1960.	Canada and Cyprus exchange British preferential tariff treatment.
Gambia-----	-----GATT effective Feb. 18, 1965.	Canada and Gambia exchange pre- ferential tariff treatment.
Ghana-----	-----GATT effective Oct. 18, 1957.	Canada accords British preferential tariff treatment to Ghana (except on cocoa beans). Ghana extends most-favoured- nation treatment to Canada.
Guyana-----	-----Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective July 5, 1966.	Agreement provides for exchange of preferential tariff treatment.

Country	Agreement	Tariff Treatment
India-----	-----Since 1897, Canada has unilaterally accorded British preferential treatment without contractual obligation. GATT effective July 8, 1948.	Canada accords British preferential tariff treatment to India. India extends most-favoured-nation treatment to Canada.
Jamaica-----	-----Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 6, 1962.	Agreement provides for exchange of preferential tariff treatment.
Kenya-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Dec. 12, 1963.	Canada accords British preferential tariff treatment to Kenya. Kenya extends most-favoured-nation treatment to Canada.
Lesotho-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Lesotho.
Malawi-----	-----Malawi and Canada observe the terms of the 1958 Trade Agreement between Canada and the former Federation of Rhodesia and Nyasaland. GATT effective July 6, 1964.	Canada exchanges preferential tariff treatment with Malawi.
Malaysia-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.	Canada and Malaysia exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Maldives-----	-----GATT de facto application	Canada accords British preferential tariff treatment to the Maldives Islands.
Malta-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1964.	Canada exchanges British preferential tariff treatment with Malta.
Mauritius-----	-----GATT de facto application	Canada exchanges British preferential tariff treatment.
New Zealand-----	-----Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	Agreement provides for bindings of rates of duty on specified products and the exchange of preferential tariff rates on all other products.
Nigeria-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Nigeria extends most-favoured-nation treatment to Canada.
Pakistan-----	-----Canada unilaterally accords British preferential tariff treatment without contractual obligation. GATT effective July 30, 1948.	Canada accords British preferential tariff treatment to Pakistan. Pakistan accords most-favoured-nation tariff treatment to Canada.
Rhodesia-----	-----Canada does not recognize the present Government of Rhodesia.	Trade embargo exists between Canada and Rhodesia with certain humanitarian exceptions.

Country	Agreement	Tariff Treatment
Sierra Leone-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective April 27, 1961.	Canada accords British tariff preferential tariff treatment to Sierra Leone. Sierra Leone extends most-favoured-nation tariff treatment to Canada.
Singapore-----	-----GATT de facto application	Canada and Singapore exchange preferential tariff treatment.
Swaziland-----	-----GATT de facto application.	Canada and Swaziland exchange preferential tariff treatment.
Tanzania-----	-----GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic, April 23, 1964.	Canada accords British preferential tariff treatment to Tanzania. Tanzania extends most-favoured-nation treatment to Canada.
Trinidad and Tobago-----	-----Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 31, 1962.	Agreement provides for exchange of preferential tariff treatment.
Uganda-----	-----GATT effective Oct. 9, 1962	Canada accords British preferential tariff treatment to Uganda. Uganda extends most-favoured-nation tariff treatment to Canada.
Zambia-----	-----GATT de facto application	Canada accords preferential tariff treatment to Zambia. Zambia extends most-favoured-nation treatment to Canada.

Country	Agreement	Tariff Treatment
2. Arrangements with Non-Commonwealth Countries		
Algeria-----	Franco-Canadian Trade Agreement of 1933 applied to Algeria. Algeria maintains a de facto application of GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured-nation treatment.
Argentina-----	Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. GATT effective October 11, 1967.	Exchange of most-favoured-nation treatment.
Austria-----	GATT effective Oct. 19, 1951.	Exchange of most-favoured-nation treatment.
Belgium-- Luxembourg-----	Convention of Commerce with the Belgium-Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Benelux (Belgium-- Netherlands-- Luxembourg Customs Union)-----	See Belgium-- Luxembourg and Netherlands.	
Bolivia-----	Order-in-Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Brazil-----	Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitely on April 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Bulgaria-----	Trade Agreement signed Oct. 8, 1963 renewed for further 3 years from Oct. 8, 1966.	Exchange of most-favoured-nation treatment and undertaking by Bulgaria to purchase a minimum of 200,000 metric tons of wheat or equivalent in flour during the three years' validity of the Agreement.
Burma-----	GATT effective July 29, 1948.	Exchange of most-favoured-nation treatment.
Burundi-----	GATT effective Nov. 25, 1965.	Exchange of most-favoured-nation treatment.
Cambodia-----	Franco-Canadian Trade Agreement of 1963 applied to Cambodia. Became a de facto member of GATT in 1968.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Cameroun-----	Franco-Canadian Trade Agreement of 1933 applied to Cameroun. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Central African Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured-nation treatment.
Chad-----	Franco-Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured-nation treatment.
Chile-----	Trade Agreement signed Sept. 10 1941; in force provisionally Oct. 15, 1941; and definitely on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
China-----	Modus vivendi signed Sept. 26, 1946, covers the territory of China and Taiwan.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia-----	Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)-----	Franco-Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Kinshasa)-----	Belgo-Canadian Convention of Commerce of 1924 applied to the Congo (Kinshasa) which maintains a de facto application of GATT.	Since the Congo's independence in 1960, Canada has continued to grant most-favoured-nation treatment.
Costa Rica-----	Modus vivendi signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Cuba-----	GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Czechoslovakia-----	Convention of Commerce signed Mar. 15, 1928; in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured-nation treatment.
Dahomey-----	Franco-Canadian Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Denmark----- (Including Greenland)	-----Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Dominican Republic-----	-----Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured-nation treatment, including scheduled concessions.
Ecuador-----	-----Modus vivendi signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Egypt-----	-----See United Arab Republic	
El Salvador-----	-----Exchange of notes of Nov. 2, 1937, in force Nov. 17, 1937.	Exchange of most-favoured-nation treatment. May be terminated on four months' notice.
Ethiopia-----	-----Exchange of notes effective June 3, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Finland-----	-----Exchange of notes of Nov. 13-17, 1948 effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured-nation treatment.
France and French overseas territories-----	-----Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment including scheduled concessions.

Country	Agreement	Tariff Treatment
Gabon-----	-----Franco-Canadian Trade Agreement of 1933 applied to Gabon. GATT effective Aug. 17, 1960.	Exchange of most-favoured-nation treatment.
Germany, Federal Republic of-----	-----GATT effective Oct. 1, 1951.	Exchange of most-favoured-nation treatment.
Greece-----	-----Modus vivendi by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1951.	Exchange of most-favoured-nation treatment.
Greenland-----	-----See Denmark	
Guatemala-----	-----Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Guinea-----	-----Franco-Canadian Trade Agreement of 1933 applied to Guinea.	Since creation of Guinea as an independent state in 1958, Canada has continued to grant most-favoured-nation treatment.
Haiti-----	-----Trade Agreement signed Apr. 23, 1937; in force Jan. 10, 1939. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Honduras-----	-----Exchange of notes signed July 11, 1956 effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary-----	-----Trade Agreement, June 11, 1964, renewed for three years from Aug. 9, 1968.	Exchange of most-favoured-nation treatment and minimum purchase undertakings by Hungarian foreign trade enterprises.

Country	Agreement	Tariff Treatment
Iceland-----	Iceland has acceded to GATT April 21, 1968.	Exchange of most-favoured-nation treatment.
Indonesia-----	GATT effective Mar. 1, 1948.	Exchange of most-favoured-nation treatment.
Iran-----	Special arrangement by Order-in-Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956.	Canada grants most-favoured-nation tariff rates as long as Iran accords reciprocal treatment.
Iraq-----	Special arrangement by Order-in-Council effective Sept. 15, 1951.	Exchange of most-favoured-nation tariff treatment.
Ireland-----	Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933; modified by exchange of letters Dec. 21, 1967. GATT effective Dec. 22, 1967.	Agreement provides for bindings to Canada of rates of duty on specified products, and for exchange of preferential tariff treatment.
Israel-----	GATT effective July 5, 1962	Exchange of most-favoured-nation treatment.
Italy-----	Modus vivendi by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Ivory Coast-----	Franco-Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.	Exchange of most-favoured-nation treatment.
Japan-----	Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept. 10, 1955.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Korea, Republic of-----	Trade Agreement signed Dec. 20, 1966. Korea became a full member of GATT, April 14, 1967.	Canada and Korea exchange most-favoured-nation treatment.
Kuwait-----	GATT effective June 18, 1961.	Exchange of most-favoured-nation treatment.
Laos-----	Franco-Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Lebanon-----	Special arrangement, by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia-----	Special arrangement, by Order-in-Council effective Mar. 1, 1955.	Canada accords most-favoured-nation treatment.
Liechtenstein-----	See Switzerland	
Luxembourg-----	See Belgium-Luxembourg	
Malagasy Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured-nation treatment.
Mali, Federation of-----	Franco-Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a de facto application of GATT.	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Mauritania-----	Franco-Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico-----	Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratification exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco-----	Various agreements relating to former French, Spanish and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands-----	Convention of Commerce of July 11, 1924, includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Nicaragua-----	Trade Agreement signed Dec. 19, 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Niger-----	Franco-Canadian Trade Agreement of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured-nation treatment.
Norway-----	Convention of Commerce and Navigation with United Kingdom of March 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Panama	-----Order-in-Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured-nation treatment.
Paraguay	-----Exchange of notes on May 21, 1940 in force June 21, 1940.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Peru	-----GATT effective Oct. 8, 1951.	Exchange of most-favoured-nation treatment.
Philippines	-----No Agreement	Canada and Philippines continue to exchange most-favoured-nation treatment without contractual obligation.
Poland	-----Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936. GATT effective Oct. 18, 1967.	Exchange of most-favoured-nation treatment.
Portugal, Portuguese adjacent islands and Portuguese overseas provinces	-----Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment.
Romania	-----Trade Agreement signed March 22, 1968, effective for 3 years from date of signature.	Exchange of most-favoured-nation treatment and minimum purchase by commitment by Romania.

Country	Agreement	Tariff Treatment
Rwanda-----	-----GATT effective Jan. 1, 1966.	Canada grants most-favoured-nation treatment.
Switzerland-----	-----United-Kingdom-Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1885, applies to Canada. By exchange of notes, Liechtenstein included under terms of this agreement effective July 14, 1947. GATT effective Aug. 1, 1966.	Exchange of most-favoured-nation treatment.
Syrian Arab Republic-----	-----Special Arrangement by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation treatment tariff rates as long as Syria accords reciprocal treatment.
Togo-----	-----Franco-Canadian Trade Agreement of 1933 applied to Togo. (GATT effective March 20, 1964)	Exchange of most-favoured-nation treatment.
Tunisia-----	-----Tunisia has acceded to GATT provisionally in 1959.	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Turkey-----	-----Exchange of notes signed March 1, 1948; in effect March 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment.
Senegal-----	-----Franco-Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
South Africa-----	Trade Agreement signed Aug. 20, 1932; in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935, effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on scheduled items. Exchange of most-favoured-nation treatment.
Spain and Spanish possessions-----	Since Aug. 1, 1928, Canada adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 25, 1954. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment.
Sweden-----	United Kingdom-Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment.
U.S.S.R.-----	Trade Agreement signed Feb. 29, 1956, renewed for three-year periods. Last renewed on June 20, 1966, for a further period until April 17, 1969.	Exchange of most-favoured-nation treatment. On the day of the Trade Agreement's extension, July 20, 1966 a contract was signed committing the U.S.S.R. to buy 9 million long tons of Canadian wheat and flour in the three succeeding years.
United Arab Republic (Egypt)-----	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.

Country	Agreement	Tariff Treatment
United States-----	Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT. GATT effective Jan. 1, 1948.	Most-favoured-nation treatment exchanged.
Upper Volta-----	Franco-Canadian Trade Agreement of 1933 applied to Upper Volta. GATT effective Aug. 5, 1960.	Exchange of most-favoured-nation treatment.
Uruguay-----	Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional Protocol signed Oct. 19, 1953. GATT effective Dec. 16, 1953.	Most-favoured-nation treatment.
Venezuela-----	Modus vivendi signed and brought into force Oct. 11, 1950.	Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.
Vietnam-----	Franco-Canadian Trade Agreement of 1933 applied to Vietnam.	Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.
Western Samoa-----	Relations continue to be governed by Trade Agreement of 1932 with New Zealand.	The parties exchange specified preferences on scheduled goods and reciprocally exchange British preferential tariff rates on items not scheduled.
Yugoslavia-----	Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom-Serb-Croat-Slovene Treaty of Commerce and Navigation of May 12, 1937; in force Aug. 9, 1928. GATT effective Aug. 25, 1966.	Exchange of most-favoured-nation treatment.

Appendix "F"

International Meetings at which the Department was represented in 1968

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
Negotiations for the Canada-Romania Trade Agreement	January	Bucharest
2nd United Nations Conference on Trade Development (UNCTAD II)	February-March	New Delhi
International Coffee Council	February/December	London
OECD Working Party on Fruits and Vegetables	February	Paris
OECD Industry Committee	February/March	Paris
International Grains Arrangement - Exporters Meeting	February/October	Washington
OECD Working Party on the U.S. Balance of Payments Question	March	Paris
GATT Working Party on Poultry	March/May/October	Geneva
International Tin Council	April	La Paz
UNCTAD Sugar Conference	April-June	Geneva
Negotiations for a Canada-Hungary Trade Agreement	April	Budapest
GATT Balance of Payments Committee	April/May/July/September/November	Geneva
OECD Working Group on German Border Tax Adjustments	April	Paris
ECAFE 24th Session	April	Canberra
GATT Working Party on Border Tax Adjustments	April/June/October/November	Canberra
OECD Special Committee for Iron and Steel	April	Paris
ECLA (15th Session)	April	Santiago
FAO World Food Program 13th Session	April	Rome

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
UNIDO-2nd Industrial Development Board	April	Vienna
OECD Textile Committee	May	Paris
GATT Working Party on Dairy Products	May/November	Geneva
OECD Trade Committee	June	Paris
International Cotton Advisory Committee	June	Athens
OECD Pulp and Paper Committee	June/December	Paris
GATT Committee on Trade and Development	June/November	Geneva
OECD Committee on Agriculture	July	Paris
OECD Working Group on Belgium and Netherlands Border Tax Adjustments	July/October/ November	Paris
OECD Ad Hoc Group on Preferences	July/September	Paris
UNCTAD-7th Trade and Development Board	September	Geneva
Commonwealth Finance Ministers Meeting	September	London
UNCTAD Sugar Conference	September	Geneva
Joint UNCTAD/FAO Working Party on Forest and Timber Products	September	Geneva
GATT Working Party on U.K. Aluminum Smelters	September	Geneva
OECD Trade Committee	October	Paris
UNCTAD Committee on Manufactures	October	Geneva
GATT Committee on Trade in Industrial Products	October	Geneva
GATT Committee on Cotton Textiles	October	Geneva
GATT W.P. on French Trade Measures	October	Geneva

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
UNCTAD Permanent Group on Synthetics and Substitutes	October	Geneva
UNCTAD Committee on Commodities	October-November	Geneva
Canadian Mission to Latin America	October-November	Caracas, Bogota, Lima, Santiago, Buenos Aires, Rio de Janeiro, Brasília, Mexico City, Guatemala, San Jose.
GATT Committee on Agriculture	October	Geneva
GATT Special Group on Tropical Products	November	Geneva
International Lead and Zinc Study Group	November	London
GATT 25th Session of the Contracting Parties	November	Geneva
OECD Agricultural Committee: Ministerial Meeting	November	Paris
U.K.-Canada Continuing Committee	December	London
OECD Committee for Fisheries	December	Paris
FAO Regional Conference for Latin America	December	Kingston

Appendix "G"

Trade and Industry Association Meetings in which the Department participated in 1968

AGRICULTURE

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
Canadian Milk Powder Manufacturers Association	January	Ottawa, Ontario
Dairy Farmers of Canada	January	Edmonton, Alberta
Ontario Dairy Processors Council	January	Ottawa, Ontario
Ontario Milk Marketing Board	January	Toronto, Ontario
Rapeseed Association	January	Winnipeg, Manitoba
Atlantic Queen Crab Association	February	Halifax, N.S.
Ayrshire Breeders Association	February	Toronto, Ontario
Burley Tobacco Marketing Association	February	Chatham, Ontario
Canadian Food Processors Association	February	Calgary, Alberta
Canadian Guernsey Breeders Association	February	Toronto, Ontario
Canadian Hereford Association	February	Calgary, Alberta
Canadian Joint Beef Breed Association	February	Calgary, Alberta
Holstein-Friesian Association	February	Toronto, Ontario
Meat Packers Council of Canada	February	Montreal, Quebec
Canadian Nursery Trade Association	March	L'Esterel, Quebec
Eastern Ontario Cheesemakers Association	March	Kemptville, Ontario
Grocery Products Manufacturers of Canada	March	Toronto, Ontario
Meat Packers Council of Canada	March	Toronto, Ontario
Ontario Wheat Producers Marketing Board	March	Toronto, Ontario
Tea and Coffee Association	March	Toronto, Ontario
Fur Trade Association	April	Toronto, Ontario
National Dairy Council of Canada	April	Montebello, Quebec
Canadian Egg Producers Conference	June	Ottawa, Ontario
Canadian Seed Trade Association	June	Toronto, Ontario
Confectionery Association	June	Halifax, N.S.
Meat Packers Council of Canada	June	Toronto, Ontario
Advisory Committee, Canadian Wheat Board	July	Winnipeg, Manitoba
Apple Committee, Horticultural Council of Canada	July	Montreal, Quebec
Canadian Seed Growers Association	July	Brandon, Manitoba
Meat Packers Council	July	Toronto, Ontario
Tea and Coffee Association	July	Toronto, Ontario

Canadian Mink Breeders Association	September	Calgary, Alberta
Canadian National Millers Association	September	Montebello, Quebec
Canadian Potato Chip Association	September	Montreal, Quebec
National Dairy Council of Canada	September	Vancouver, B.C.
Canadian Exporters Association	October	Montebello, Quebec
Canadian Produce Council	October	Ottawa, Ontario
Export Advisory Committee, Meat Packers Council of Canada	October	Toronto, Ontario
Industry Advisory Committee, Meat Packers Council of Canada	October	Toronto, Ontario
National Grains Council	October	Winnipeg, Manitoba
Alberta Beekeepers Association	November	Edmonton, Alberta
Canadian Seed Trade Association	November	Toronto, Ontario
Central Ontario Cheesemakers Association	November	Belleville, Ontario
Export Advisory Committee, Meat Packers Council of Canada	November	Toronto, Ontario
Ontario Association of Animal Breeders	November	Toronto, Ontario
Export Committee, Ontario Flue- Cured Tobacco Growers Marketing Board	December	Tillsonburg, Ontario
Ontario Beekeepers Association	December	Toronto, Ontario
Ontario Food Processors Association	December	Toronto, Ontario
<u>FISHERIES</u>		
Ontario Council of Commercial Fisheries	February	Toronto, Ontario
Atlantic Development Board Fisheries Committee	May	Ottawa, Ontario
Fisheries Council of Canada	May	Vancouver, B.C.
Fisheries Council of Canada	June	Halifax, N.S.
Atlantic Development Board Federal/Provincial Freshwater Fisheries Committee	July July	Charlottetown, P.E.I. Ottawa, Ontario
Federal/Provincial Freshwater Fisheries Committee	August	Winnipeg, Manitoba
Atlantic Development Board Fisheries Committee	September	Ottawa, Ontario
Federal/Provincial Freshwater Fisheries Committee	September	Ottawa, Ontario
Atlantic Queen Club Association Federal/Provincial Freshwater Fisheries Committee	November November	Halifax, N.S. Toronto, Ontario

Atlantic Development Board Fisheries Committee	December	Montreal, Quebec
New Brunswick Fish Packers Association	December	Halifax, N.S.
P.E.I. Fisheries Federation	December	Charlottetown, P.E.I.

METALS AND MINERALS

American Institute of Mining, Metallurgical and Petroleum Engineers	February	New York
Canadian Sheet Building Institute	March	Ottawa
Canadian Institute of Mining and Metallurgy	March	Vancouver
Canadian Secondary Materials Association	April	Toronto
American Zinc Institute and Lead Industries Association	April	Montreal
Canadian Forgings Association	April	Niagara Falls
Canadian Nuclear Association	May	Toronto
American Institute of Architects	June	Portland, Ore.
Canadian Fasteners Institute	June	Montreal
Canadian Conference of Metallurgists	August	Vancouver
International Peat Congress	August	Quebec City
Dominion-Provincial Coal Conference	September	Quebec City
American Mining Congress	October	Las Vegas, Nev.
American Society for Metals	October	Detroit, Mich.
American Die Casting Institute	October	Detroit, Mich.

CHEMICALS

Canadian Chemical Producers Association	May	Toronto
Pharmaceutical Manufacturers Association Corp.	May	Hamilton
Chemical Specialties Manufacturers Association	May	Chicago
Society of the Plastics Industry	May	Ottawa
Canadian Fertilizer Association	August	Murray Bay, Que.
Canadian Manufacturers of Chemical Specialties Association	October	Toronto
Proprietary Association of Canada	October	Lake Placid, N.Y.
Chemical Institute of Canada Chemical Economics Division	November	Montreal

FOREST PRODUCTS

Canadian Furniture Mart	January	Toronto
Canadian Pulp & Paper Association Technical Section	January	Montreal
Canadian Home Manufacturers Association	January	Montreal
Canadian Lumbermen's Association	February	Montreal
Canadian Pulp & Paper Association Woodlands Section	March	Montreal
Christmas Tree Growers Association of Ontario	April	Toronto
Manitoba Furniture Manufacturing Association	April	Winnipeg
Northern Interior Lumbermen's Association	May	Prince George, B.C.
Quebec Lumber Manufacturers Association	May	Quebec City
Interior Lumber Manufacturers Association	May	Penticton, B.C.
Maritime Lumber Bureau	May	Amherst, N.S.
Canadian Hardwood Plywood Association	June	Lachute
Poplar Plywood Association	June	Lachute
Manitoba Forest Products Association	October	Winnipeg
Alberta Forest Products Association	October	Edmonton
Council of the Forest Industries of B.C.	October	Vancouver
- B.C. Lumber Manufacturers Div.		
- Plywood Manufacturers Div.		
- Red Cedar Shingle & Shake Div.		
Canadian Wood Council Annual Meeting	October	Vancouver
National Forest Products Association	October	Vancouver
Canadian Lumber Standards Industry Committee	October	Vancouver
Canadian Lumber Standards Adminis- tration Board	October	Vancouver
Canadian Wooden Pallet Manufacturers Association	November	Brantford
Ontario Lumber Manufacturers Association	December	Toronto

Appendix "H"

Trade Fair Exhibits sponsored by the Department - 1968

Name of Show: Automotive Engineering Congress and Exhibition

Location: Cobo Hall, Detroit, Michigan

Dates: January 8th to 12th, 1968

Space Occupied: 1,700 sq. ft.

Firms Participating: Institutional

Products Shown: Automobile parts

Approximate Public Attendance: 10,000

Name of Show: The International Hotel and Catering Exhibition

Location: London, England

Dates: January 9th to 18th, 1968

Space Occupied: 2,496 sq. ft.

Firms Participating: 13

Products Shown: Commercial kitchen equipment, coin dispensing machines
and hotel furniture

Approximate Public Attendance: 111,000

Name of Show: National Boat Show

Location: New York City, N.Y.

Dates: February 7th to 18th, 1968

Space Occupied: 5,328 sq. ft.

Firms Participating: 13

Products Shown: Sailboats, runabouts and houseboats

Approximate Public Attendance: 401,379

Name of Show: American Association of School Administrators

Location: Atlantic City, N.J.

Dates: February 17th to 21st, 1968

Space Occupied: 2,400 sq. ft.

Firms Participating: 13

Products Shown: Equipment for woodworking and machine shops, classroom
and locker equipment, laboratory and electronic equipment
for use as teaching aids

Approximate Public Attendance: 30,000

Name of Show: Boston Gift Show

Location: Boston, Mass.

Dates: March 9th to 14th, 1968

Space Occupied: 3,000 sq. ft.

Firms Participating: 15

Products Shown: Handicrafts, moccasins, pottery, jewellery, wood carvings

Approximate Public Attendance: 6,000

Name of Show: International Electrical Electronics Engineers
Conference & Exhibition

Location: New York City

Dates: March 18th to 21st, 1968

Space Occupied: 5,000 sq. ft.

Firms Participating: 16 (including two government agencies)

Products Shown: Electrical and electronic equipment

Approximate Public Attendance: 63,000

Name of Show: Salon des Sports d'Hiver Grenoble
Location: Grenoble, France
Dates: April 23rd to 27th, 1968
Space Occupied: 2,000 sq. ft.
Firms Participating: 16
Products Shown: Sporting Goods - skates, hockey equipment, Robin Nodwell
snowmobile, skidoo, gloves, garments, Bastien Brothers
Indian goods, ski boots, Hudson Bay coats
Approximate Public Attendance: 11,000

Name of Show: International Electrical Engineers Exhibition
Location: London, England
Dates: March 27th to April 3rd
Space Occupied: 3,118 sq. ft.
Firms Participating: 9
Products Shown: Electronic Equipment
Approximate Public Attendance: 12,000

Name of Show: International Fair for the Child
Location: Cologne, Germany
Dates: March 29-31, 1968
Space Occupied: 2,150 sq. ft.
Firms Participating: 12
Products Shown: Children's clothing
Approximate Public Attendance: 9,470

Name of Show: Salon International des Composants Electroniques
Location: Porte des Versailles, Paris, France
Dates: April 1st to 6th, 1968
Space Occupied: 630 sq. ft.
Firms Participating: 5
Products Shown: Solder and soldering tools and machines, printed circuit
boards, resistors and trimmer potentiometers
Approximate Public Attendance: 150,000

Name of Show: Building Centres - Britain
Location: Liverpool, Birmingham, London, Southampton, Dublin, Bristol,
Manchester, Nottingham, Glasgow and Belfast (continuous
display which rotates)
Dates: Commenced in April
Space Occupied: Wall space 12' long x 1' deep
Firms Participating: Institutional
Products Shown: Various species of Canadian forest products and
details of timber frame construction
Approximate Public Attendance: 25,000

Name of Show: Scotland's Food Fair
Location: Glasgow, Scotland
Dates: April 16th to 27th, 1968
Space Occupied: 2,800 sq. ft.
Firms Participating: 11
Products Shown: Various food products
Approximate Public Attendance: 183,000

Name of Show: The International Shop Equipment and Self Service Exhibition
Location: London, England
Dates: April 22nd to 25th, 1968
Space Occupied: 2,434 sq. ft.
Firms Participating: 9
Products Shown: Supermarket equipment, vending machines & commercial
floor maintenance equipment
Approximate Public Attendance: 10,288

Name of Show: International Frankfurt Fur Fair
Location: Frankfurt, Germany
Dates: April 3rd to 7th, 1968
Space Occupied: 1,052 sq. ft.
Firms Participating: 4
Products Shown: Canadian furs
Approximate Public Attendance: 21,000

Name of Show: American Society of Tool and Manufacturing Engineers
Location: Philadelphia, Pa.
Dates: April 29th to May 3rd, 1968
Space Occupied: 1,400 sq. ft.
Firms Participating: 5
Products Shown: Tool manufacturing machines, die casting machines
Approximate Public Attendance: 36,000

Name of Show: Supermarket Institute Show
Location: Public Auditorium, Cleveland, Ohio
Dates: May 19th to 22nd, 1968
Space Occupied: 3,250 sq. ft.
Firms Participating: 20
Products Shown: Food
Approximate Public Attendance: 20,000

Name of Show: Feria Internacional del Campo
Location: Madrid, Spain
Dates: May 21st to June 21st, 1968
Space Occupied: 6,000 sq. ft.
Firms Participating: N/A
Products Shown: Holstein Friesian and Hereford Cattle
Approximate Public Attendance: 3,500,000

Name of Show: American Institute of Architects Convention
Location: Memorial Auditorium, Portland, Oregon
Dates: June 23rd to 26th, 1968
Space Occupied: 700 sq. ft.
Firms Participating: 7 (plus 3 in composite display)
Products Shown: Building components and fixtures
Approximate Public Attendance: 5,000

Name of Show: New York Gift Show
Location: New York, N.Y.
Dates: August 18th to 23rd, 1968
Space Occupied: 3,000 sq. ft.
Firms Participating: 23
Products Shown: Gifts and decorative accessories
Approximate Public Attendance: 22,350

Name of Show: Design for Export - Industrial Lighting
Location: Canadian Consulates in Philadelphia, Boston, Chicago,
Cleveland, Detroit
Dates: Sept. 9th to Oct. 23rd, 1968
Space Occupied: N/A
Firms Participating: 6
Products Shown: Industrial and domestic lighting fixtures, fittings & products
Approximate Public Attendance: 250

Name of Show: Southwestern Building Exhibition
Location: Bristol, England
Dates: Sept. 12th to 18th, 1968
Space Occupied: 400 sq. ft.
Firms Participating: Institutional
Products Shown: Various species of Canadian Forest products and
architectural details of timber frame construction techniques
Approximate Public Attendance: 15,000

Name of Show: East Midland and Leicester Home Life Exhibition
Location: Leicester, England
Dates: September 11th to 21st, 1968
Space Occupied: 1,224 sq. ft.
Firms Participating: 16
Products Shown: Food Items
Approximate Public Attendance: 100,000

Name of Show: Semaine Internationale du Cuir
Location: Paris, France
Dates: Sept. 12th to 17th, 1968
Space Occupied: 700 sq. ft.
Firms Participating: 5
Products Shown: Finished and unfinished leather products
Approximate Public Attendance: 50,000

Name of Show: International Autumn Fair
Location: Zagreb, Yugoslavia
Dates: Sept. 12th to 22nd, 1968
Space Occupied: 3,762 sq. ft. inside and 1000 sq. ft. outside
Firms Participating: 12 plus 2 steel companies in composite area and 45
sporting goods companies in composite area
Products Shown: Commercial refrigeration & vending machines, sporting &
camping equipment, lumbering equipment, airport &
maintenance equipment, domestic heating equipment, stainless
steel, Seagram's products
Approximate Public Attendance: 1,600,000

Name of Show: 2nd International Woodworking Machinery and Furniture Supply Fair
Location: Louisville, Kentucky
Dates: Sept. 14th to 18th, 1968
Space Occupied: 3,000 sq. ft.
Firms Participating: 13
Products Shown: Wooden furniture components, furniture materials and
finished cabinetry
Approximate Public Attendance: 14,000

Name of Show: International Brno Trade Fair
Location: Brno, Czechoslovakia
Dates: Sept. 14th to 25th, 1968
Space Occupied: 8,000 sq. ft.
Firms Participating: 9
Products Shown: Industrial Machinery
Approximate Public Attendance: 525,000

Name of Show: Japan Electronics Show
Location: Tokyo, Japan
Dates: Sept. 17th to 23rd, 1968
Space Occupied: 1,743 sq. ft.
Firms Participating: 7
Products Shown: Electronic Equipment
Approximate Public Attendance: 216,028

Name of Show: IKOFA - International Exhibition of Groceries and High
Class Provisions
Location: Munich, Germany
Dates: Sept. 21st to 29th, 1968
Space Occupied: 265 sq. ft.
Firms Participating: 13
Products Shown: Food Products
Approximate Public Attendance: 270,000

Name of Show: Salon International de l'Equipement Hotelier
Location: Paris, France
Dates: Oct. 10th to 21st, 1968
Space Occupied: 1,800 sq. ft.
Firms Participating: 14
Products Shown: Glass washers, grills, vending machines, lighting and
electronic equipment
Approximate Public Attendance: 25,000

Name of Show: 50th Materials Engineering Exposition and Congress
Location: Detroit, Michigan
Dates: Oct. 14th to 17th, 1968
Space Occupied: 2,760 sq. ft.
Firms Participating: 17
Products Shown: Products and machinery relating to metals and metalworking
industries - materials engineering industries and
testing equipment
Approximate Public Attendance: 17,000

Name of Show: American Commercial Fish Exposition
Location: Boston, Mass.
Dates: Oct. 16th to 19th, 1968
Space Occupied: 600 sq. ft.
Firms Participating: 31
Products Shown: Demonstration of research techniques employed by the Dept.
of Fisheries, techniques in food irradiation and a display
of fish products.
Approximate Public Attendance: 21,000

Name of Show: Fresh and Frozen Beef Promotion Display
Location: Otani Hotel, Tokyo, Japan
Dates: Oct. 31st, 1968
Space Occupied: Banquet Hall, Otani Hotel
Firms Participating: 2
Products Shown: Fresh beef
Approximate Public Attendance: 100

Name of Show: Design for Export - Office Furniture
Location: Detroit and Chicago
Dates: Nov. 6th to 8th and Nov. 18th to 20th, 1968
Space Occupied: Canadian Consulate
Firms Participating: 12
Products Shown: Office furniture
Approximate Public Attendance: 75

Name of Show: Electronica '68
Location: Munich, Germany
Dates: Nov. 7th to 13th, 1968
Space Occupied: 1,736 sq. ft.
Firms Participating: 6
Products Shown: Electronic components, measuring and production units
Approximate Public Attendance: 20,000

Name of Show: Solo Apparel Show - Ladies Rainwear
Location: New York, N.Y.
Dates: November 18th to 22nd, 1968
Space Occupied: 17 hotel rooms in Hotel McAlpin
Firms Participating: 17
Products Shown: Ladies Rainwear
Approximate Public Attendance: 150

Name of Show: National Electronics Conference and Exhibition
Location: Hilton Hotel, Chicago, Ill.
Dates: Dec. 9th to 11th, 1968
Space Occupied: 1,400 sq. ft.
Firms Participating: 11
Products Shown: Electronic components
Approximate Public Attendance: 8,000

Name of Show: American Vocational Association Convention
Location: Dallas, Texas
Dates: Dec. 9th to 13th, 1968
Space Occupied: 2,910 sq. ft.
Firms Participating: 13
Products Shown: Milling and tracing equipment, science
teaching consoles, auto repair equipment,
metal lockers and benches, forge, precision
electronic equipment
Approximate Public Attendance: 6,435

Name of Show: U.S. Regional Lumber Shows

Location: New York City, N.Y.	Jan. 19-21, 1968
Minneapolis, Minn.	Jan. 23-24, 1968
Charlotte, N.C.	Feb. 6-8, 1968
Columbus, Ohio	Feb. 13-15, 1968
Kansas City, Mo.	Feb. 14-16, 1968
San Antonio, Texas	April 19-20, 1968
Miami, Fla.	May 15-18, 1968
Tulsa, Oklahoma	Oct. 19-20, 1968

Space Occupied: 100 sq. ft. at each venue

Firms Participating: Institutional exhibits

Products Shown: Various species of Canadian forest products

Approximate Public Attendance: 2,000 per show

Trade Information Office

Name of Show: German Industries Fair (Info Booth)

Location: Hanover, Germany

Dates: April 27th to May 5th, 1968

Space Occupied: 500 sq. ft.

Firms Participating: Government Information Office

Products Shown: Information on tourist promotion, trade inquiries, interviews and conferences, investment interviews, general information

In-Store Promotions - Britain

Canadian consumer products were featured in four in-store promotions in Britain during 1968 involving 19 stores. The products of 25 Canadian companies were presented and displays were arranged and decorative material provided by the Canadian Government Exhibition Commission.

The display room in MacDonald House was used to mount displays of the following Canadian products on behalf of Canadian companies:

- Furniture
- Aluminum Ladders
- Luggage
- Fur Hats
- Medical display
- Moccasins
- Frozen Foods
- Aluminum Products
- Jewellery
- Hospital Equipment
- Rubber Products

Canadian Government Travel Bureau

A total of 184 window displays were fabricated covering 23 subjects for general distribution to all Travel Bureau offices throughout the world.

The Travel Bureau also participated in 18 sports and travel shows and conventions with suitable exhibits.

A major presentation was carved art in seven large shopping malls in the United States. Live entertainment as well as static displays were used.

Two completely new offices were designed, fabricated and furnished including the new instant office in Copenhagen. Also three existing offices were redesigned, fabricated, furnished and installed in new locations in the same cities.

In addition, portable disposable and re-usable material was shipped to all offices for distribution to Travel Agents and International Carriers throughout the world.

Appendix "I"

Canadian Trade Missions 1968

OUTGOING

- Apple Trade Mission to Britain January 6 to
 January 23 - 4 members

This mission investigated possible new markets in Britain and studied their off-loading, handling and distribution methods.

- Seeds Mission to Latin America February 2 to
 February 25 - 6 members

This mission explored the opportunities for marketing of Canadian seeds and investigated the purchasing and handling methods.

- Medical and Hospital Equipment March 9 to
 Mission to Europe March 31 - 8 members

This mission was asked to describe Canada's design of, and organize better European distribution for, several unique Canadian scientific and medical products.

- Special Housing Study Mission March 31 to
 to France April 5 - 7 members

This mission investigated Canadian participation in a housing project of 120-150 units in a western suburb of Paris, using Canadian building techniques, materials and/or components.

- Forest Industries Equipment and July 30 to
 Services Mission to the U.S.S.R. August 24 - 11 members

This mission was designed to exchange technical information with the Soviet industry.

- Technical Seed Potato July 7 to
 Mission to Venezuela July 13 - 1 man

This mission was arranged to determine requirements for imports of seed potatoes from Canada to Venezuela.

- Jewellery Travelling Samples August 2 to
 Display to Australia, South Africa September 6 - 15 members
 and England

The purpose of this mission was to investigate and assess new markets around the world.

- Educational Equipment Mission to Mexico, Jamaica, Venezuela, Peru and Chile September 6 to October 11 - 5 members

The principal objectives of this mission were to inform educators in Latin America and the Caribbean area of Canada's educational methods and techniques, and investigate the possibilities of joint ventures mutually beneficial.

- Medical and Scientific Equipment Mission to Australia, New Zealand and South Africa October 31 to November 24 - 7 members

The prime purpose of this mission was sales. In addition, the mission conducted a detailed market reconnaissance survey.

INCOMING

- Rapeseed Mission from Britain and Ireland March 18 to April 3 - 7 members

The mission of 7 oilseed authorities from Britain and Ireland visited Canadian rapeseed industry in order to study all areas with particular emphasis on developments in production and uses of rapeseed and its by-products.

- Special Winter Construction Study Mission from Holland February 22 to February 29 - 3 members

A 3-man delegation examined winter construction of garden homes, single family dwellings, apartments and commercial buildings in Montreal and Ottawa.

- Sawmill and Logging Equipment Mission from Mexico, Peru, Chile and Argentina March 24 to April 12 - 8 members

This itinerary was arranged to demonstrate Canadian sawmilling, wood-working and logging equipment machinery and discuss the development of the Latin American forest industries.

- Holstein-Friesian Cattle Mission from the United Kingdom March 17 to March 24 - 1 man

Mr. Michael Leyburn, Head of the "Farmers Weekly," visited Canadian breeders in order to write comprehensive feature articles on Canadian cattle and pigs.

- Livestock Mission from Portugal April 28 to May 9 - 5 members

Five Portuguese livestock specialists spent 10 days in Canada studying Canadian dairy cattle and livestock improvement methods.

- Airport Equipment Mission from India May 27 to June 14 - 4 members

The purpose of the mission was to acquaint the Indian civil aviation authorities with Canadian airport planning, equipment and technology with particular emphasis on aircraft rescue and fire fighting equipment, runway lighting, safety service equipment, navigational aids, communications and flight simulators.

- Power Generation, Distribution and Transmission Mission from Colombia September 27 to October 11 - 5 members

This mission was planned on the basis of present and future potential of interest to enterprising Canadian industries in the electric power field.

- Housing Mission from The Netherlands September 13 to September 29 - 10 members

This mission, headed by the Minister of Housing and Physical Planning, participated in a study of Canadian timber-frame construction methods. The group also visited Vancouver Island observing logging, lumber and plywood manufacture and house construction. The main object in bringing this mission to Canada was to stimulate the export of Canadian lumber, plywood and allied building products to The Netherlands.

- Seed Potato Mission from Romania September 1 to September 12 - 3 members

This mission has been sponsored to familiarize Romanian experts with Canada's seed potato industry.

- Canadian Air Industries Mission from Spain October 8 to October 23 - 7 members

The purpose of this mission was to follow up export sales and to brief Spanish authorities on the full range of products produced by the air industries of Canada, including both military and civil, with a view towards promoting greater trade between Spain and Canada.

- Homebuilders Mission from France October 15 to
November 1 - 10 members

The group, sponsored by the Canadian Department of Trade and Commerce, spent 3 weeks in Canada examining Canadian building techniques. The mission visited Quebec City, Montreal, Fredericton, Toronto, Edmonton, Vancouver, Victoria and Ottawa.

- Dairy and Beef Cattle Mission October 19 to
from Spain October 31 - 10 members

This mission was sponsored by the Department of Trade and Commerce, assisted by the Canada Department of Agriculture and the Canadian Holstein Friesian and Hereford Breed Associations. The group studied the health status and performance standards of Canadian cattle. The mission was designed to stimulate Spanish industry interest in Canadian breeding stock.

- Telecommunications Systems Mission November 2 to
from Spain, Kuwait, Iran and Mexico November 16 - 7 members

Members of this mission were officials from the telecommunications and broadcasting organizations. All were responsible for selection of systems, or portions thereof, including consultant services available from Canada to satisfy the needs of their countries.

- Dairy Cattle Mission from Guatemala November 10 to
November 21 - 6 members

This mission was designed to acquaint Government officials, breeders and others concerned with the development of the dairy and beef cattle industries in Guatemala with the high quality of Canadian purebred cattle.

- Dairy and Beef Cattle Mission from November 2 to
Romania and Poland November 23 - 5 members

The mission was sponsored to let the members see the high quality beef breeding stock. The Canadian Beef Breed Association and the Department of Agriculture took part in the program.

- Airport Equipment Mission from November 22 to
Yugoslavia December 14 - 9 members

This mission came to examine Canadian airport planning, equipment and technology with particular emphasis on runway lighting systems, safety service equipment, navigational aids and communications systems.

Appendix "J"

Publications Produced by the Trade Publicity Branch in 1968

PERIODICALS

Canada Courier - Canada's international trade promotion newspaper in five languages.
Foreign Trade - Fortnightly magazine for Canadian exporters.
Commerce Extérieur - Monthly magazine for Canadian exporters.

COMMODITY BOOKLETS

Canadian Honey Booklet -- English
For Schools from Canada -- English, French, Spanish
Canadian Wire & Cable -- English
Forage Seeds from Canada -- English
Canadian Iron and Steel Foundries -- English
Catering & Allied Equipment -- English
Canadian Peat Moss (folder) -- English
Canadian Dairy Cattle -- English, Spanish
Electronics from Canada -- English, French
Chemicals for the Construction Industry -- English
Metal, Tube and Pipe -- English

TRADE FAIR PUBLICATIONS

IEEE, NEW YORK, March 18-21, 1968.
American Assoc. of Schools Admin. Con., February 17-21, 1968.
Salon Inter. des Sports, March 23-27, 1968.
Int. Fur Fair, March 28-30, 1968.
Boston Gift Show, March 10-14, 1968.
ASEE, March 26-April 3, 1968.
Salon International des Composants Electroniques, April 1-6, 1968.
Scotland's Food Fair, April 16-17, 1968.
ASTME, April 29-May 3, 1968.
SMI, May 19-22, 1968.
Shop Equipment & Self Service Ex., April 22-25, 1968.
International Woodworking, September 14-18, 1968.
New York Gift Show, August 11-16, 1968 Catalogue participation.
Brno International Trade Fair, September 8-17, 1968.
La Semaine Internationale du Cuir, September 12-17, 1968 Press Releases.
International Autumn Trade Fair, Zagreb, September 12-22, 1968.
Design for Export, September 9, 1968.
South Western Building, September 12-18, 1968 Press Releases.
East Midland & Leicester Home Bldg. Show, September 11-12, 1968 Press Releases.
Japan Electronics, September 17-23, 1968.
Equip Hotel, Paris, October 10-21, 1968.
German Industries Trade Fair, September 26-October 6, 1968 Press Releases.
IKOFA, September 21-29, 1968 Press Releases.
50th Materials EE&C, October 11-14, 1968.
Medical Equipment Show, London, September 23-27, 1968.
Ladies Rainwear Phase 1, November 19-22, 1968.

Electronica-Munich, November 7-13, 1968.

American Vocational Assoc. Con. Dallas, December 9-13, 1968.

National Electronic Con. & Ex., Chicago, December 9-11, 1968.

Appendix "K"

Statements of Departmental Expenditure and Revenue

1. Statement of Expenditure for the Fiscal Years 1967-68 and 1966-67

ORDINARY	<u>1967-68</u>	<u>1966-67</u>
Minister's Salary and Motor Car Allowance....	\$ 16,966	\$ 17,000
Departmental Administration.....	8,224,810	6,854,392
Trade Commissioner Service.....		
Administration and Operation.....	9,983,644	8,842,236
Construction or Acquisition of Buildings., Land, Equipment and Furnishings.....	264,278	198,241
Canadian Government Exhibition Commission....	5,415,266	4,258,186
Canadian Government Travel Bureau.....	9,976,533	10,004,357
Standards Branch.....	4,246,208	3,913,078
 SUB-TOTAL	 \$38,127,705	 \$34,087,490
 SPECIAL		
Canadian Government Participation		
1967 Exhibition, Montreal.....	\$ 6,991,940	\$ 8,411,461
Grant to the Pacific National Exhibition...	1,441,243	558,757
Payment of Carrying Costs of Temporary Wheat Reserves.....	31,418,119	29,838,316
Payment in connection with Prairie Grain Advance Payments Act.....	743,459	583,325
Payments to the Canadian Wheat Board for the sale of wheat at prices below the minimum prices for wheat.....	2,649,236	---
Pensions and Other Benefits to Former Locally-Engaged Employees of Offices Abroad.....	1,046	1,279
Gratuities to Families of Deceased Employees.....	---	1,597
 SUB-TOTAL	 \$43,245,043	 \$ 39,394,735
 GRAND TOTAL	 \$81,372,748	 \$ 73,482,225

2. Statement of Revenue for the Fiscal Years 1967-68 and 1966-67

Weights and Measures Inspection Services...	\$ 1,169,091	\$ 1,127,646
Electricity and Gas Inspection Services....	1,037,301	1,156,457
Miscellaneous.....	151,494	98,221
	<u>\$ 2,357,886</u>	<u>\$ 2,382,324</u>

Appendix "L"

Legislation Administered by the Department of Trade and Commerce

1. Legislation for which the Department is administratively responsible

Department of Trade and Commerce Act
Electricity Inspection Act
Export Act
Export and Import Permits Act
Gas Inspection Act
National Trade Mark and True Labelling Act
Precious Metals Marking Act
Weights and Measures Act

2. Other Legislation reported to Parliament through the Minister of Trade and Commerce:

Canadian Wheat Board Act
Canadian World Exhibition Corporation Act
Corporations and Labour Unions Returns Act
Export Credits Insurance Act
Prairie Grain Advance Payments Act
Statistics Act
Temporary Wheat Reserves Act

Appendix "M"

Boards, Crown Corporations and Agencies Reporting to Parliament
through the Minister of Trade and Commerce

Canadian Wheat Board

425 Main Street, Winnipeg, Manitoba

Chief Commissioner, W.C. McNamara

★Dominion Bureau of Statistics

Tunney's Pasture, Holland Avenue, Ottawa, Ontario

Dominion Statistician, W.E. Duffett

Export Credits Insurance Corporation

Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario

President and General Manager, H.T. Aitken

The activities of these organizations are described in their
respective annual reports.

★The Dominion Bureau of Statistics is a Department of Government.

Ottawa, March 1, 1970.

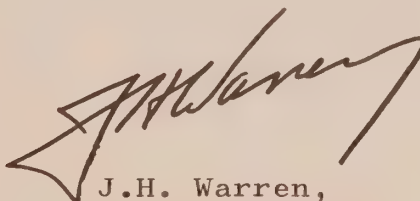
The Honourable Jean-Luc Pepin,
Minister of Trade and Commerce,
Ottawa, Canada.

Dear Sir:

I have the honour to submit this report of the Department of Trade and Commerce, which covers the operations and services rendered during the period January 1 to March 31, 1969.

On July 12, 1968 the Prime Minister announced the intention of the government to merge the Department of Industry and the Department of Trade and Commerce in a new combined Department of Industry, Trade and Commerce. The merger became effective on April 1, 1969.

Respectfully submitted,

A handwritten signature in dark ink, appearing to read 'J.H. Warren', with a stylized, sweeping flourish at the end.

J.H. Warren,
Deputy Minister.



Ottawa, March 1, 1970.

To His Excellency,
The Right Honourable Roland Michener, C.C.,
Governor General of Canada.

May it please Your Excellency:

I have the honour to submit to Your
Excellency this Report of the Department of Trade and
Commerce covering the period January 1 to March 31, 1969.

A summary of the operations and services
rendered by this Department, under their respective
headings, is laid before Your Excellency.

Respectfully submitted,

A handwritten signature in dark ink, reading "Jean-Luc Pepin". The signature is written in a cursive, flowing style with a large, prominent initial "J".

Jean-Luc Pepin,
Minister of Industry,
Trade and Commerce.

TABLE OF CONTENTS

	Page
Introduction	7
International Trade Developments	9
Programs and Activities	14
Tourism	22
Export Promotion by Industry Sectors	27
- Agriculture and Fisheries	27
- Resource Materials	29
- Manufactured Products and Services	36
Appendices A to M	42

APPENDICES

	Page
A. Head Office Directory	42
B. Regional Offices	46
C. Trade Commissioner Posts	47
D. Travel Bureau Offices	63
E. Tariff Arrangements in Force	66
F. International Meetings	84
G. Trade and Industry Association Meetings	86
H. Trade Fair Exhibits Sponsored by the Department	88
I. Trade Missions	94
J. Publications	96
K. Statement of Expenditure and Revenue	98
L. Legislation Administered by the Department	99
M. Boards, Crown Corporation and Agencies	100

INTRODUCTION

The first three months of 1969 marked the last quarter year of operation for the Department of Trade and Commerce as a separate Department prior to its merger on April 1, 1969 with the Department of Industry.

In this period the Department of Trade and Commerce continued to play its traditional role in the promotion of Canada's export trade, the development of trade policy and the promotion of tourism to Canada. This is a report on those activities.

INTERNATIONAL TRADE DEVELOPMENTS

During the period under review the Department maintained continuing programs designed to contain protectionist pressures and to lead to further liberalization of international trade.

The GATT Committee on Trade in Industrial Products met in February and March to examine submissions to the GATT Secretariat on non-tariff barriers. These submissions contained notifications by GATT member countries of non-tariff barriers encountered by their exporters in trading with other member countries. Progress at these initial meetings was encouraging. The eventual aim of the Committee is to reach mutually acceptable solutions for the removal or reduction of these non-tariff barriers to trade.

The GATT Secretariat progressed with its examination of post-Kennedy Round tariff conditions which is expected to provide the basis for another round of tariff negotiations.

The GATT Committee on Agriculture met during March to examine the problems of subsidization and access in international trade in agricultural products. This Committee, in which Canada takes a leading role, was established as part of the GATT Program for the Expansion of Trade to seek methods of bringing agriculture into multilateral negotiations in a meaningful way.

Trade and development needs of the developing countries received particular attention in a number of international organizations. International consultations took place in the Organization for Economic Co-operation and Development (OECD) and the United Nations Conference on Trade and Development (UNCTAD) with a view to working out a mutually acceptable

system of generalized non-reciprocal and non-discriminatory tariff preferences which would be beneficial to developing countries. At the second UNCTAD held in New Delhi in 1968, there was a unanimous agreement in favour of the early establishment of such a system, the objective of which would be to increase the exports, promote the industrialization and accelerate the economic growth of developing countries.

International Commodity Arrangements

The Department participated in both the formal meetings of the International Wheat Council and its subsidiary bodies and in a number of meetings of major wheat exporters.

The new 1968 International Sugar Agreement entered into force on January 1, 1969 after 34 governments (including Canada) ratified it or indicated that they would apply it provisionally. The new agreement replaces the former International Sugar Agreement, the economic provisions of which lapsed on January 1, 1962 and is to be in effect for a period of five years, subject to a review in the third year. Its purpose is to achieve a more orderly world sugar economy in the interests of exporting and importing countries through the framework of a balanced package of rights and obligations for exporters and importers. An important feature of the new Agreement, not present in previous International Sugar Agreements, is that exporting countries have undertaken meaningful supply obligations which substantially reduce the risk of Canadian consumers paying excessive prices for sugar such as they experienced in 1963.

As a member of the revised 1968 International Coffee Agreement Canada continued to take an active interest in its operation.

Canada is also a member of the International Tin Agreement which was negotiated in 1965. The International Tin Council met in March and decided that the export controls implemented in September 1968 should be retained for the following quarter. The Preparatory Committee for the 1970 renegotiation of the Fourth International Tin Agreement also held its first meeting in March.

Canada was represented with observer status at the United Nations Conference on Olive Oil held in Geneva in March which adopted a Protocol for the further extension to December 31, 1973 of the 1963 International Olive Oil Agreement.

International Trade Relations

In addition to general international developments, Canada's bilateral relations with major trading partners received close attention.

In early February, the Minister of Trade and Commerce visited Tunisia for meetings with the Tunisian Government which laid the groundwork for increased trade and economic co-operation between the two countries. The Canada-Tunisia Mixed Committee held meetings February 10-12 to review trade and economic questions including a proposed bilateral trade agreement between Canada and Tunisia.

Extensive preparations were made, during the first quarter of 1969, for the April tour of Pacific Rim countries by the Minister of Trade and Commerce. Included in the Minister's plans were visits to Malaysia, Thailand, Singapore, Australia and New Zealand, and participation in the fifth Canada-Japan Ministerial Committee Meeting in Tokyo.

On January 25, 1969, the preliminary report on the Ministerial Mission to Latin America was tabled in the House of Commons. The purpose of the Mission, which visited nine Latin American countries in the latter part of 1968, was to gain a better understanding of our present relations with this area, and to take account of these relations in the proposed review of long-term Canadian policy towards Latin America.

In this latter connection, an interdepartmental task force on which the Department of Trade and Commerce was represented, was established early in 1969 to study and assemble the views of government departments, associations, businessmen, universities and private citizens on the various conclusions and recommendations contained in the preliminary report.

Within Latin America itself, discussions were held during the first three months of 1969 between the member countries of the Latin American Free Trade Association with regard to the possible establishment of the sub-regional Andean group. This group eventually comprised five LAFTA members - Bolivia, Chile, Colombia, Ecuador and Peru. They hope to accelerate the integration process beyond the rate proposed for the Association as a whole, so as to raise themselves to an economic level

comparable with the more developed member countries of the Association.

During the first quarter of 1969 Canadian exports to the United States increased by nearly 20 per cent to approximately \$2.4 billion. On January 1, the U.S.A. implemented the second round of Kennedy Round tariff reductions.

The Department was actively engaged during the first three months of 1969 in initial preparations for bilateral discussions with the U.S.A. on arrangements governing trade in a number of energy commodities, including oil and uranium.

During this period, Britain continued to follow policies designed to deal with its balance-of-payments difficulties. These involved measures to reduce domestic demand, lower imports, increase exports and stimulate industrial and agricultural development - policies which led to a slowdown of Canadian exports to Britain.

Trade with the Commonwealth Caribbean showed some improvement after decreasing in 1968. In cases where new import restrictions were proposed, representations were made to safeguard Canadian trading interests, and these interventions resulted in some accommodation for Canadian exports.

PROGRAMS AND ACTIVITIES

External Trade Services

External Services comprises two branches engaged in export promotion -- the Trade Commissioner Service and the International Defence Programs Branch.

In its work abroad, the Trade Commissioner Service, in conjunction with other Departmental services, promoted Canada's export trade and protected Canadian commercial interests in other countries. On March 31, 1969, the service operated 74 offices in 51 countries.

A new trade office was opened in Bangkok, Thailand, with the arrival of the Trade Commissioner there in January, 1969.

The International Defence Programs Branch had the responsibility for promoting the participation of Canadian industries in the defence programs of allied and other friendly governments with respect to the sale of defence products and the establishment of related co-operative industrial research, development and production programs.

Canada-United States Defence Development and Production Sharing Program

Established in 1959, this program is designed to permit the most economical and efficient utilization of the North American defence industrial base. The program provides for both the joint development and the reciprocal procurement of items of mutual defence interest on a balanced basis between both countries. A wide range of defence items is covered by the program but it excludes off-the-shelf general supplies, construction, basic raw materials, fuels and lubricants, and special services.

United States contracts placed in Canada under the program during the period January 1 to March 31, 1969, were valued at \$90.3 million. Canadian defence purchases from the United States in the same period amounted to \$29.4 million. The total value of United States defence procurement in Canada from the inception of the program in 1959 to the end of March 1969, amounted to \$2.209 billion, while total Canadian defence procurement in the United States in the same period amounted to \$1.772 billion.

Overseas Defence Export Programs

During the first three months of 1969 efforts were made to bring to the attention of Canada's NATO partners and other friendly countries the special technological skills of the Canadian defence industry as a basis for possible co-operative defence development and production sharing programs.

Contracts placed in Canada during the January 1 to March 31 period by or on behalf of overseas defence agencies totalled \$25.0 million. Canadian purchases from overseas countries in the same period amounted to \$3.1 million.

Trade Fairs

The Department's service to the Canadian exporter through its trade fair program included design and erection of exhibits, supporting publicity and costs of shipping products to the fair. The exhibitors paid a small percentage of the total cost and were expected to staff their displays with qualified personnel.

During the January 1 to March 31 period the Department sponsored Canadian participation in 17 trade fairs in four countries.

Canadian exhibits were in home building shows, five lumber shows, a boat show, a toy show, a sporting goods show, a gift show, two electronics shows and a ladies' rainwear show.

Trade Missions

In the January 1 to March 31 period, seven outgoing missions visited 20 countries and one incoming mission was sponsored from the United States. Fifty Canadian businessmen participated in missions abroad.

The program concentrated on vertical missions representing a single industry or industry grouping. Trade missions are particularly useful in markets where trade fairs are few and for products and services that do not lend themselves to fair exhibits. Outgoing missions enable businessmen to make primary market surveys and to assess personally the export potential for their products. Incoming missions bring interested foreign buyers into direct contact with Canadian exporters, services and products.

Participation Japan World Exposition, Expo '70, Osaka March 15 - September 13, 1970

The Canadian Government Participation Expo '70, Osaka made rapid progress towards readiness in the first quarter of the year. Pavilion construction, which began in July, 1968, reached 80 per cent of completion by March 31, 1969. Construction of exhibits in Canada started during this period.

Other aspects of the program, such as recruitment of the hosts and hostesses, engagement of performing groups and planning of promotional activities in Japan proceeded according to schedule.

Export and Import Controls

On February 27, 1969, an Act amending the Export and Import Permits Act received Royal Assent. The amendment extended the Act to July 31, 1974. It also provided the authority to place under import control any dairy product whose price is supported under the Canadian Dairy Commission Act.

The Import Control List was amended on March 11, 1969 to implement measures for regulating the import of sugar in accordance with the International Sugar Agreement.

Preparatory work was done for a review in 1969, by 15 countries, of the international embargo lists and system of regulation of exports that represented a minimum level of export control in each of these co-operating countries. The 15 are Belgium, Britain, Canada, Denmark, France, Federal Republic of Germany, Greece, Italy, Japan, Luxembourg, The Netherlands, Norway, Portugal, Turkey and the United States.

Trade Directories

The Department maintains comprehensive directories of Canadian exporters for use by its trade promotion officers in Canada and abroad. Approximately 6,300 firms were listed in the Exporters' Directory on March 31, 1969, reflecting 172 new listings since January 1.

Computer techniques were used in the production of the Directory and a feasibility study was undertaken with a view to reducing compilation costs.

Regional Offices

The Department's services are available to exporters and businessmen as well as trade associations and provincial government departments through seven regional offices located in Vancouver, Edmonton, Winnipeg, Toronto, Montreal, Halifax and St. John's. Experienced trade personnel in each office offer professional help on export problems, contribute to the planning and execution of trade promotion projects and facilitate the use of the services available from the Department's headquarters in Ottawa and its posts abroad.

Arrangements were made early in 1969 to open an eighth regional office in Regina to serve the trade and industrial community in Saskatchewan and to provide closer liaison with the government of that province.

Transportation

The Department is a source of information on ocean freight rates, routes and particulars of cargo services. Recognizing the significance to trade of reliable transport service at reasonable cost, the Department assists exporters directly by offering information and guidance on transport problems and indirectly by participation in a wide range of activities associated with transportation.

Studies included an investigation into the methodology of a freight rate index suitable for Canadian trades and a survey of existing container shipping services. The regular quarterly analysis of ocean freight rates in the charter market for the carriage of bulk commodities of Canadian interest was prepared for the February 1 issue of the Department's publication, Foreign Trade.

Responsibilities of a continuing nature involve the Department's interest in the work of the Maritime Transport Committee of the Organization for Economic Cooperation and Development (OECD), the Intergovernmental Maritime Consultative Organization (IMCO), and the Committee on Shipping of the United Nations Conference on Trade and Development (UNCTAD), held in April, 1969.

The Department was represented on a number of inter-departmental committees and steering groups concerned with transportation studies affecting commodity trades, container shipping services and facilities, and Canadian resource development. It maintained a close relationship with the Canadian Shippers' Council and participated actively in the work of the Canadian Port Committee.

Economic Analysis

The Office of Economics conducted studies on various aspects of the Canadian economy and markets abroad for use both by the Department and the Federal Government. These contributed to the development of programs and policies and otherwise provided

an economic intelligence and advisory service. The functions performed fell into four main categories:

- (1) The continuous examination of the developing economic situation within Canada itself with special attention to developments relating to foreign trade and the international economic environment. Reports were prepared as required for information purposes or for specific programs.
- (2) The periodic examination of developments in major segments of industry and the preparation of market information pertaining to individual industries or commodities as required for analytical purposes or for specific programs of the Department. Examination of Canada's position in regard to the changing structure in world trade was also carried out.
- (3) Co-ordination of the federal program of capital expenditure intentions surveys and the development and implementation of studies and programs pertaining to foreign investment and the role of the international company.
- (4) Provision of analytical insight and judgment on the economic aspects of any problem, issue or subject requiring the attention of the Department.

Financing and Aid

Government financing programs facilitated the export of a significant volume of Canadian goods and services in 1969, notably through the operations of the Export Credits Insurance Corporation. Canadian exports also benefited substantially from the movement of goods and services under Canada's External Aid Program.

In response to the need to expand wheat and flour sales through credit arrangements, the Department designed and brought into operation a medium term and concessional credit facility for sales of these products to developing countries.

The Minister of Trade and Commerce submitted the Export Development Bill which received first reading in Parliament. This provided for a successor body to the Export Credits Insurance Corporation to administer additional facilities for export credits and credit insurance, further encouraged the provision of private financing for export and provided an entirely new facility for insurance by the Corporation of new Canadian investments abroad against certain non-commercial risks.

TOURISM

The Tourism Program is the responsibility of the Office of Tourism which comprises a General Directorate, the Canadian Government Travel Bureau and the Travel Industry Branch.

The Office of Tourism ensures that travel to and within Canada, and the Canadian travel industry, make their optimum contribution to national prosperity.

Within the Office the Travel Bureau concentrates on the promotion of travel to Canada from other countries, in recognition of the importance of travel income to the national balance of payments. It also co-ordinates its travel promotion activities outside the country with those of the Canadian provincial bureaus and the Canadian carriers. In co-operation with the provinces the Bureau indirectly promotes travel in Canada by Canadians.

The Travel Industry Branch is concerned with the study and analysis of the Canadian Travel industry for the purpose of evaluating its contribution to the economy and developing programs to encourage its growth. It examines the composition of the domestic travel industry and its stage of development; reviews related existing activities, public and private; identifies strengths and weaknesses, potential and needs for growth and development. In its work the Branch observes and takes into account international trends, developments, policies and programs of foreign governments of significance to Canada and the Canadian travel industry.

Canadian Government Travel Bureau

In the first three months of 1969, total receipts from spending by visitors to Canada showed a 14 per cent increase over the same period in 1968 (from \$79 million to \$90 million). Expenditures by Canadians travelling abroad during the quarter increased even more (\$260 million compared to \$209 million in 1968). In consequence there was a worsening of the customary imbalance on travel account in the first quarter.

The United States continued to provide the bulk of the visitor traffic. The more than 4.6 million visits by Americans accounted for expenditures of \$80 million. During the same period, Canadians made more than 6.1 million visits to the United States and relevant expenditures totalled \$200 million -- giving a bilateral deficit of \$120 million for the three months compared with a deficit of \$89 million in 1968. There was a further deficit specifically related to overseas travel to and from Canada: receipts of \$10 million against payments of \$60 million gave a deficit of \$50 million in the first quarter of 1969 compared with a deficit of \$41 million in 1968. The trends indicated by these statistics underlined the importance of continued promotion of travel to Canada.

Most significant development in travel to Canada was the increase in air travel from the United States during the quarter year: from 130,700 passengers (1967) to 162,100 (1968), to 203,700 (1969). Most provinces registered gains, the largest being Ontario with an increase of 45.5 per cent.

Special Bureau Programs and Activities

The first quarter of 1969 saw the start of one of the largest integrated marketing operations developed by the Bureau, involving extensive consultation with partners in the Canadian travel industry, particularly the provinces and carriers. In carefully selected high potential markets extensive mass communication programs were launched -- publicity material, advertising, direct mail, films, exhibits/displays and publications, etc. Bureau offices abroad conducted special local versions of the programs to ensure maximum promotion results.

Wintertime visits to Canada increased, reflecting the rapidly increasing popularity of skiing and winter activities generally in the United States.

Recognizing the need to reach more potential tourists in the United States the Bureau is using greater selectivity and concentration of travel advertising in the United States media. In overseas markets, the Bureau continued to advertise in Britain, France, Germany and Australia, and initiated a small program directed to the travel trade in Japan.

In the first three months of 1969, the Bureau processed more than 474,000 travel inquiries originating from direct mail, advertising, the Bureau's 24 offices abroad and other sources. Some 634,000 direct mail invitations to vacation in Canada were sent to prospects in the United States. Nearly five million pieces of travel literature produced by the Canadian Government Travel Bureau, the provincial governments and the private sector were disseminated.

As part of its program to promote travel to Canada through travel agents, a new quarterly publication for the travel trade (Canada Travel Digest) was produced and sent to 8,000 travel agents in the United States, Canada, Britain and Australia. It was also used as the basis for similar publications in France, Germany and Japan. A five-member travel mission gave audio-visual presentations to key travel industry executives in nine major cities in California. A seven-member travel mission made audio-visual presentations in 16 cities in Australia, New Zealand, Fiji, and Hawaii.

The Bureau planned and organized 43 tours in Canada for travel writers from the United States and overseas.

Travel Industry Branch

The structure for the Travel Industry Branch and the proposed five-year schedule for staff recruitment were approved by Treasury Board in December 1968.

Preparations were made for the Domestic Travel Survey. Other federal departments with an involvement in travel and recreation, the provincial governments and the private sector were approached for contributions on policy, objectives, and the type of data they require from the survey.

Final drafts of research assignments on Canadian travel facilities and the economic significance of tourism, commissioned in 1968 by the Canadian Tourist Association and co-sponsored by the Branch, were reviewed and approved for publication.

The International Division collected information on financial aid to tourism provided by other countries in preparation for a survey of the need for similar assistance in Canada.

Working papers were prepared for the semi-annual meeting of the Organization for Economic Co-operation and Development (OECD) Tourism Committee in February, and for the 83rd Executive Committee meeting of the International Union of Official Travel Organizations (IUOTO) held in Cairo in March.

EXPORT PROMOTION BY INDUSTRY SECTORS

AGRICULTURE AND FISHERIES

Oilseeds

The Department maintained its promotional program for oilseeds with particular emphasis on rapeseed exports. Canada continued to be a world leader in rapeseed exports and started to export significant quantities of rapeseed oil.

Exports of flax seed, linseed oil and meal remained at a high level at satisfactory prices.

Cheddar Cheese

On January 6, 1969, the United States Department of Agriculture announced that, effective January 1, the annual global import quota established in 1967 of 1,225,000 pounds for aged cheddar cheese had been designated a Canadian quota. This resulted from representations by Canadian authorities.

The quota is in addition to the long-established annual United States global import quota under which Canadian exporters can supply approximately 612,000 pounds of cheddar cheese. Now, Canadian exporters can supply approximately 1.8 million pounds of cheddar cheese to the United States annually.

Grain

The Grain Division carried out its responsibility for activities concerning wheat, oats, barley, rye and wheat flour, co-ordinating these activities with the Canadian Wheat Board, the Ontario Wheat Producers' Marketing Board, the Board of Grain

Commissioners, the Trade Commissioner Service, the Canadian International Development Agency and the private grain trade.

While continuing their main task of grain market development, officers of the Division participated in international grain meetings and negotiations in London and Washington.

The Division also was concerned with a review of credit facilities for wheat, the organization of the National Grains Council, the high moisture grain problem, and preparation of legislation for Parliament to amend the Prairie Grain Advance Payments Act.

Fisheries

The Department was in close contact with Federal and Provincial Government fisheries officials, the fishing industry and the trade across Canada.

An on-the-spot review of the market potential for fisheries products was made in the principal outlets in Latin America and the Caribbean, including Brazil, Trinidad, Barbados, Puerto Rico and Jamaica.

The United States Food and Drug Administration announced that Greenland halibut would have to be labelled Greenland turbot when sold in the United States market. In this connection, the Department sponsored receptions in Los Angeles and San Francisco to promote the new designation in California where more than 60 per cent of export sales are made; and assisted Canadian exporters of this product in other efforts to publicize Greenland turbot.

At the initiative of Departmental officials, fisheries consultations were held with major Scandinavian suppliers -- Iceland, Norway and Denmark. The purpose of these consultations was to explore the scope of international co-operation necessary to stabilize and strengthen world markets for frozen groundfish products.

RESOURCE MATERIALS

Non-Ferrous Metals

A close surveillance was maintained of international developments affecting the competitiveness of Canadian non-ferrous metals in world markets. A continuing assessment was carried out of Canada's position in relation to foreign suppliers to determine the effect of international corporate policies, foreign ownership, pricing policies, market sharing arrangements, quota restrictions and tariff barriers on Canadian exports of metals and minerals. In particular, there were intensive consultations to seek solutions to the continuing short supply situation and the pricing problems of the copper and nickel industries. There was concern that the continuing high overseas price for copper would divert supplies from Canadian consumers. Several meetings were held with the Canadian copper industry and agreement was reached on arrangements for control to offshore destinations of copper in refinery shapes.

With 85 per cent of Canadian aluminum production being exported to world markets, the development of indigenous capacity in markets which are prime consumers of Canadian metal can seriously affect the Canadian smelting industry. Thus the expansion of

aluminum smelting in overseas countries was given careful consideration.

Work progressed on the processing of requests for export permits under the Export and Import Permits Act for copper, nickel, silver and other metals and minerals. Issues arose in connection with Canadian imports of U.S. copper scrap; the price of refined copper sold in Canada; trade in uranium products; excise taxes affecting the diecasting industry; and the supply of wire and cable products.

Iron and Steel

Demand was high for steel products in the period under review and Canadian exporters met the challenge. There was close co-operation between industry and government officials in seeking a consortium approach to overseas contracts, particularly for exports of steel transmission towers. Consultations were held with various trade associations such as Canadian Forging Association and the Canadian Secondary Materials Association on export matters.

Two directories were prepared; one for Canadian exporters of grinding balls and rods and another for exporters of metal fasteners. These directories were cost-sharing projects with Canadian companies and were distributed abroad by the trade posts as standard references for foreign purchasing agents interested in importing Canadian products.

Arrangements were made for a panel on government services and an international business development seminar in relation to the 1969 Materials Processing, Fabricating, Welding, and Testing Exposition held in Toronto.

Promotional efforts continued with respect to fabricated structural steel, sewage and water supplies systems, castings and stampings, other basic steel products and scrap.

Studies which were international in scope were examined on the work of the OECD Iron and Steel Committee and the Steel Committee of the Economic Commission for Europe.

Industrial Minerals

A detailed examination of the Canadian share of the world market for asbestos took place and consultations were held with representatives of the industry. Constant contact was maintained with Canadian exporters in relation to the U.S. stockpile program.

Discussions were held with representatives of the Canadian coal industry to assist the industry to improve its international competitive position in connection with new export contracts.

Work continued on specifications and market prospects for silica and export opportunities for Canadian sheet glass manufacturers. Sales promotional literature was prepared, published and distributed abroad to support Canadian peat moss producers and Canadian exporters of dimension stone. Preparatory work was undertaken for participation in various conferences such as the International Peat Congress and the Dominion-Provincial Coal Conference. Co-operative projects were developed with the Peat Producers Association and with individual members of the peat moss industry in connection with standards involving access to the U.S. market. Briefing sessions were held in relation to exports under Canadian international aid and development projects, particularly with regard to direct procurement procedures for asbestos.

Promotional work undertaken in consultation with representatives of the gift, handicraft and jewellery industries, included attendance at shows across Canada and abroad.

Chemicals

During the first quarter of 1969, producers of industrial chemicals experienced a sustained growth in both domestic and export sales. In some instances, delays in proceeding with plans to expand capacity resulted in reduction of material available to pursue export opportunities. Studies were made of the relative position of tariffs in Canada and major foreign markets and their implications for the expansion of the Canadian industry.

Exports of chemicals were still dominated by the fertilizer trade, with the total value growing despite world price weaknesses resulting from the continued oversupply. The potash and sulphur industries in particular were faced with growing capacity and weakening prices. Consideration is being given to methods of economies and to other ways of improving the use of Canadian aid funds for the purchase of fertilizers.

Canada achieved a sizable increase in exports of sporting and recreational equipment, games, toys and children's vehicles. An important increase in exports was also experienced by the rubber products industry.

Tours of Latin America and the Caribbean areas resulted in market surveys on chemical specialties and were of assistance in making agency arrangements as well as specific sales. A definite upward trend in Canadian sales of pharmaceuticals could already be seen in the Latin American countries visited. A number of Canadian

pharmaceutical companies with special capabilities were directed into export efforts.

The booklet "Chemical Products for the Construction Industry" was completed and distributed in English, French and Spanish. It has been used in the Canadian industry to exploit opportunities in construction projects abroad. This special area of opportunity -- as well as other departmental programs and services -- was brought to the attention of a mid-year meeting of the Canadian Paint Manufacturers Association in March.

Wood Products

Canada's forest-based industries include logging; the primary wood and paper manufacturing industries which use round wood as their raw material; and the secondary wood and paper industries which use lumber and pulp as their principal raw material for manufacturing a wide range of wood and paper products.

The total value of shipments by these industries reached \$1.8 billion, or 17.6 per cent of the total value of manufacturing shipments by all Canadian industries. The value of exports by this group amounted to \$725.1 million, 21.5 per cent of Canada's exports. All figures are for the first quarter of 1969.

Lumber, Plywood and Panel Products

During the first quarter of 1969 trade development programs were implemented on behalf of the lumber, plywood, panel products and housing industries. These activities involved technical seminars, conferences, international trade fairs and meetings of industry trade associations. Preliminary planning was undertaken for the World Consultation on the use of wood in housing to be held

in Canada in 1971 under the sponsorship of United Nations Food and Agriculture Organization (FAO).

Progress was made in the planning of a co-operative venture with the Canadian building and building materials industries involving the construction of 150 Canadian-type homes in France. A leading Canadian construction company and a French company undertook the project as a joint venture.

The value of Canadian lumber exports during the first quarter of 1969 exceeded \$193 million, a 56 per cent dollar increase and a 24 per cent volume increase over the same period in 1968. This unprecedented demand reflected the buoyant market conditions in the United States, Western Europe and Australia. The value of plywood and veneer shipments reached \$24 million, a 29 per cent increase.

A report on the hardwood plywood industry was submitted to the Canadian Hardwood Plywood Association. A market survey of the potential for Canadian wood products and timber frame housing was carried out in Germany and Denmark. Itineraries, appointments and meetings were arranged for business visitors from Czechoslovakia, France, Jamaica and Denmark. A softwood plywood technical and marketing mission to Japan was organized and the mission report made available to the Canadian plywood industry. Canadian firms were assisted in participating in trade fairs in the United States, Britain and Germany.

Pulp and Paper

During this period studies of world markets for Canadian fine papers and paperboard were initiated. Surveys relating to the rapidly developing demand for paper disposables in the United States

were completed to ensure maximum impact by Canadian products in this market and to determine future product requirements.

As part of the Department's trade development program a Canadian pulp and paper trade mission visited Yugoslavia, Bulgaria, Hungary, Romania, Poland and Czechoslovakia to appraise sales prospects for all segments of the Canadian industry in Eastern Europe. Since the mission's return the number of enquiries from that market area has increased and groups of buyers from two countries visited Canada.

Furniture and Secondary Wood Products

Promotion on behalf of the furniture industry was focused on trade fairs and promotional literature. Work was initiated on a trade promotion catalogue designed for the use of architects, space planning experts and interior designers. A special undertaking to supply furniture to tourist hotel projects in the Caribbean area was made in co-operation with other branches of the Department.

The secondary wood products industries enjoyed a rising level of activity during the first quarter of 1969. While these industries continue to depend heavily on the domestic market for sales, there is an encouraging upward trend in export shipments.

The wood components industry expanded its participation in export markets. To encourage additional production and exports by this industry sector, a survey of marketing opportunities and channels of distribution was carried out in the United States. Additional manufacturing facilities were established by this industry group during the first quarter of 1969.

Printing and Publishing

New markets for Canadian printed matter were sought and the industry was encouraged to take advantage of increasing export opportunities. In this area, an incoming trade mission was arranged to introduce book publishers' representatives from the United States to Canadian publishing companies.

MANUFACTURED PRODUCTS AND SERVICES

Tourist, Commercial and Institutional Projects

In an effort to exploit opportunities resulting from the rapidly developing worldwide tourist industry and the need for new facilities, the Department worked closely with firms and consortia which could offer package deals or turn-key proposals on multi-million-dollar hotel and tourist resort projects. In this connection, a number of new consortia groupings were formed. Some of these were successful in obtaining contracts abroad for the complete design, construction and outfitting of hotels.

Until recently, our trade development efforts in this sector were concentrated mainly in the Caribbean area. In February and March 1969, however, the Department sponsored a two-man mission to survey tourism developments in Hong Kong, the Philippines, Singapore, Malaysia, Thailand and the Fiji Islands. Prospects for Canadian penetration of these markets are encouraging.

The Department began preparation of a trade promotional catalogue for the hotel, restaurant and institutional trade.

This publication will enable Trade Commissioners abroad to promote Canada's capabilities more effectively among architects, engineers, interior designers, international hotel chains, hotel and institutional supply firms and investor/developers.

Educational Services and Equipment

Through contacts with the many specialized agencies of the United Nations, the World Bank, the International Development Bank and governments of developing countries, success was achieved in demonstrating Canadian capability to provide professional and technical services and the complete package of turn-key approach to long-range integrated educational programs.

Manufacturers of educational equipment and school furnishings were assisted by the Department in developing their interest in international markets. One result is that a consortium of Canadian and Jamaican companies financed by the World Bank has begun work on contracts exceeding \$14 million to construct and equip schools and teacher dwellings.

Export sales of educational equipment to the U.S. increased sharply as a result of the Department's participation in the American Association of School Administrators Annual Convention, Atlantic City, New Jersey.

Medical and Scientific Equipment

The medical and scientific equipment industry continued its growth in Canada and the Department actively assisted firms in their promotion programs. Participation in the New England Hospital Assembly, Boston, Massachusetts had particularly good results.

Lighting Equipment

As part of the "Design for Export Program" a display of lighting equipment was presented in the showrooms of five Trade Commissioner posts in the U.S.

Airport Equipment Export Program

Effort was concentrated in this period on the completion of an airport planning manual showing Canadian capabilities in engineering equipment production.

The demand for new airports and related equipment was surveyed with particular attention being paid to the needs of Argentina and Brazil in South America, Israel and Iran in the Middle East and Thailand in southeast Asia.

Electronic Products

Telecommunications

Canadian manufacturers of telecommunication equipment continued to concentrate their marketing efforts in South America and proposals were submitted for requirements in Peru and Chile.

The requirements for new telecommunication systems in Iran, Pakistan, India and southeast Asia were monitored. The World Bank and the Canadian International Development Agency were assisted in developing a survey of India's requirements. The Pakistan system involved satellite communications, both for overseas connections and intercommunication between West and East Pakistan. Work began on Canadian proposals.

Navionics

Assistance was provided to industry in the marketing of navigation electronic equipment. As a result of the success

achieved in defence exports, work was initiated to identify civil requirements.

Automation

Assistance was provided to industry in identifying U.S.S.R. requirements for instrumentation and telemetry in oilfield production and pipeline control. A survey also was made of potential Iranian requirements for this kind of equipment.

Consumer Products and Components

Analyses of the market trends in consumer products, both electrical and electronic, were undertaken to determine where Canadian companies might be competitive in the home and export markets in the long term.

Electrical Products

Power Equipment

During the three months under review, the promotion of Canadian industry participation in assessing electric power requirements abroad was concentrated on two major projects in South America.

Consortia were formed which consisted of consulting engineers, construction contractors and equipment suppliers. The selection of a local contractor for local construction work was an important consideration in the composition of the group.

Wire and Cable

Close contact was maintained with the wire and cable companies in order to assess their success in the export field,

with particular reference to the problem of copper supplies.

Machinery, Equipment and Engineering Consultant Services

During the period January 1 to March 31, 1969, assessment and planning for five trade fairs and an incoming trade mission were undertaken on catering and allied equipment, forestry equipment and packaging machinery.

Planning was completed for the Consulting Engineering and Capital Equipment Mission to New Zealand and Australia. Assistance was provided to participants in the International Engineering Show in Melbourne, Australia.

During this period a comprehensive directory of Canadian Oil and Natural Gas Equipment and Services was completed. Final preparations were made for a Petroleum and Petro-Chemical Equipment Mission to the Caribbean.

Transportation Equipment

Planning was undertaken for Canada's largest-ever participation in a foreign trade fair, the 1969 Paris Air Show.

Continued assistance was given to subway equipment manufacturers in their efforts to place equipment for proposed subways in Caracas and other South American cities.

In March, the Department assisted with an incoming mission from Yugoslavia, which included senior representatives from railway operating companies interested in purchasing locomotives. This resulted in the sale of 35 locomotives at a cost of approximately \$10.3 million. An outgoing Aerospace Mission to Spain was conducted in March as a follow-up to the October 1968 Incoming Aerospace Mission from Spain.

Sporting Goods and Toys

In co-operation with the Canadian Sporting Goods Association, the Department assisted manufacturers of sporting goods to exhibit at the National Sporting Goods Association trade fair in Houston, Texas. Assistance was also extended to the toys and games industry by sponsoring its participation in the International Toy Fair in Australia, the third largest market for Canadian toys after the United States and the United Kingdom.

The Department sponsored the visit of a buying mission to the Sporting Goods Association trade show in Montreal and substantial purchases were made by these buyers.

APPENDICES

Appendix "A"

Head Office Directory (on December 31, 1968)

HEAD OFFICE, INDUSTRY, TRADE AND COMMERCE BUILDING Telex - 013424
Wellington and Lyon Streets, Ottawa, Ontario

Minister: The Honourable Jean-Luc Pepin

Executive Assistant: P. Fortin
Private Secretary: Mrs. M. Mihm

Deputy Minister: J.H. Warren

Executive Assistant: A.A. Lomas
Legal Adviser: A.P. Foster
Special Adviser to the Deputy Minister: Denis Harvey

Senior Assistant Deputy Minister
(Industry and Trade Development): A.G. Kniewasser

Executive Assistant: F.I. Wood

Assistant Deputy Minister (Trade and Industrial Policy): M. Schwarzmann

TRADE POLICY

OFFICE OF AREA RELATIONS

General Director: T.M. Burns

Director, United States Division: J. Stone
Director, Asia and Middle East Division: B.F. Armishaw
Director, Commonwealth Division: R.B. Nickson
Director, European Division: A.W.A. Lane

Director, Latin American Division: W. Brett

OFFICE OF GENERAL RELATIONS

General Director: M.G. Clark

Director, Industrial Commodity Arrangements &
Policy: W.M. Miner
Director, General Relations & Special Projects: P.T. Eastham
Director, International Organizations: B. Steers
Director, International Financing: J.R. Midwinter

TRADE PROMOTION

OFFICE OF COMMODITIES AND INDUSTRIES SERVICE

General Director: J.P.C. Gauthier
Special Assistant: W.R. Van

Agriculture and Fisheries Branch

Director: D.B. Laughton
Assistant Director (Agriculture): A.J. Stanton
Assistant Director (Fisheries): T.R. Kinsella
Assistant Director (Commodity Arrangements and
Markets Development): J. MacNaught
Chief, Fisheries Division: M.S. Strong
Chief, Grain Division: R.M. Esdale
Chief, Livestock and Animal Products Division: K.L. Melvin
Acting Chief, Plant Products Division: J.B. Mountain
Commodity Arrangements and Markets Development Division:
Commodity Arrangements: D.H. Burns
Markets Development: J.N. Guerin

Industrial Materials Branch

Director: A.M. Tedford
Chief, Chemicals Division: G.E. McCormack
Chief, Forest Products Division: M.N. Murphy
Chief, Metals and Minerals Division: R.J. Jones

Manufacturing Industries and Engineering Branch

Director: T.C. Arnold
Chief, Appliances and Commercial Machinery
Division: G.W. Rahm
Chief, Electrical and Electronic Equipment
Division: R. Sangster
Chief, Mechanical Equipment and
Engineering Division: R.C. Wallace
Chief, Textiles and Consumer Goods
Division: A.C. Fairweather

OFFICE OF EXTERNAL TRADE SERVICES (AT MARCH 31, 1969)

General Director: R.K. Thomson

Trade Commissioner Service

Acting General Director: H.M. Maddick
Assistant Director (Personnel): I.R. Smyth
Assistant Director (Finance): W.J. Collett
Director (Operations and Development): H.S. Hay
Assistant Director (Operations): M. Rowan

Inspector: H.E. Campbell

International Defence Programs Branch

General Director: D.H. Gilchrist
Director: D.J. Janigan
Chief, U.S. Market Development Division: W.E. Grant
Chief, Project Marketing Division: F. Dugal
Chief, Overseas Market Development Division: -
Chief, Market Research and Analysis Division: O.W. Bennett

OFFICE OF PROMOTIONAL SUPPORT SERVICES

General Director: L.J. Rodger

Trade Fairs and Missions Branch

Director: D.A.W. Olliver
Chief, Trade Fairs Abroad Division: W.P. Schutte
Chief, Trade Missions Division: R.C. Montreuil

Trade Publicity Branch

Director: J.A. Murphy
Assistant Director: G.P. O'Keefe
Assistant Director: K.A. Prittie
Chief, Art Division: R.H. Williamson
Chief, "Canada Courier" Division: P. Bomford
Chief, Editorial Division: J.K. Purvis
Chief, "Foreign Trade" and "Commerce Extérieur"
Division: Miss O. Mary Hill
Chief, International Division: K.V.D. Gardner
Chief, Media Relations Division: J-L. de Lorimier

Transportation and Trade Services Branch

Director: G.M. Schuthe
Deputy Director: C. Varkaris
Chief, Export and Import Permits Division: S.G. Barkley
Chief, Regional Offices and Trade Services Division: -
(Regional Offices - See Appendix B)
Chief, Transportation Division: H.A. Hadskis

Expo '70, Osaka

Director General: Patrick Reid

OTHER SERVICES

OFFICE OF ECONOMICS

General Director: V.J. Macklin

General Analysis Branch

Director: C. Schwartz
Canada and U.S. Division: D.F. McKinley
Chief, Overseas Analysis Division: F.A. Piscopo

Market Analysis Branch

Director: A.M. Coll
Chief, Resource Commodities Division: R.J. Konecny
Chief, Manufactured Products Division: W.L. Posthumus
Regional Trade Patterns: H.D. Henderson

Investment Analysis Branch

Director: J.H. Latimer
Chief, Capital Expenditures Division: A.N. Polianski
Chief, Foreign Investment Division: R.J. Loosmore
Chief, International Companies Division: T.R. Vout

OFFICE OF PERSONNEL

General Director: E.J. Fitzpatrick
Bilingual Adviser: Paul Beaudet

Director, Classification: G. Morriscey
Director, Personnel Operations: J.G. Ratz

OFFICE OF COMPTROLLER-SECRETARY

General Director: Jules Demicher
Chief, Financial Services Division: D. Bresnahan
Chief, Management Services Division: Brock Short
Chief, Office Services Division: C. Drolet

OFFICE OF TOURISM

150 Kent Street, Ottawa 4, Ontario
Telex 013-474
Cable CANTRAVEL

General Director: T.R.G. Fletcher

Canadian Government Travel Bureau

Director: Dan Wallace
Deputy Director: Roland Boire
Assistant Director - Support Services: J.E. Thorpe
Manager - Operations: M.E. Campeau
A/Manager - Travel Information Services: R.W. Dunse
Assistant Director - Offices Abroad: A.R. Peers
Manager - Offices Abroad: H.J. Schramm
Assistant Director - Marketing: D.C. Bythell
Research Officer - Marketing: B.M. Rusk
Manager - Publicity/Promotion: J.A. Carman
Manager - Travel Trade Relations: R.B. de Grosbois
Chief - Publications: D.J. Molloy

Travel Industry Branch

Director: F.B. Clark

Appendix "B"

Regional Offices of the Department (on March 31, 1969)

St. John's, Nfld., Room 601, Sir Humphrey Gilbert Bldg.,
Duckworth Street
Regional Officer: B.E. Baker

Halifax, N.S., Sir John Thomson Bldg.,
1256 Barrington Street
Regional Manager: D.J. Packman

Montreal 2, Que., Room 2325,
1 Place Ville Marie
Regional Manager: J.G. Touchette

Toronto, Ont., Suite 3001, P.O. Box 114,
Toronto-Dominion Centre
Regional Manager: R. Campbell Smith

Winnipeg 1, Man., Room 521, Federal Bldg.,
269 Main Street
Regional Manager: G.A. Gillespie

Edmonton, Alta., 802 Chancery Hall,
3 Sir Winston Churchill Square
Regional Manager: W. Mackenzie Hall

Vancouver 1, B.C., 2003 Board of Trade Tower,
1177 West Hastings Street
Regional Manager: J.F. Murray

Appendix "C"

Location of Trade Commissioner Service Posts Abroad
from January 1, 1969 to March 31, 1969.

Territory	Officers	Address
Argentina--Buenos Aires (Territory includes: Paraguay Uruguay)	-----Commercial Counsellor Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary	Canadian Embassy Casilla de Correo 3898 Suipacha 1111 BUENOS AIRES
Australia----- Sydney (Territories includes: States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies)	-----Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	P.O. Box 3952, G.P.O. A.M.P. Building 21st Floor, Circular Quay SYDNEY
Melbourne----- (Territory includes: States of Victoria, South Australia, Western Australia, Tasmania)	-----Commercial Counsellor for Canada Assistant Commercial Secretary Assistant Commercial Secretary	Mobil Centre 2 City Road SOUTH MELBOURNE, 3205 Victoria
Canberra----- (The Canberra office handles only those Trade enquiries that require liaison with Federal government departments and agencies).	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Commissioner for Canada Commonwealth Avenue Yarralumla 2600 CANBERRA ACT

Territory	Officers	Address
Austria--Vienna-- (Territory includes: Albania, Bulgaria, Hungary, Romania)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 190 Obere Donaus- trasse 49/51 1020 VIENNA 2
Belgium--Brussels-- (Territory includes: Luxembourg)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS 4
Brazil-- Rio de Janeiro	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Caixa Postal 2164-ZC-00 Edificio Metropol Avenida Presidente Wilson 165 RIO DE JANEIRO
Sao Paulo--	-----Consul and Trade Commissioner	Canadian Consulate Caixa Postal 6034 Edificio Scarpa Avenida Paulista 1765 9 andar SAO PAULO

Territory	Officers	Address
Britain----- London (Territory includes: Gibraltar)	Minister(Commercial) Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor (Metals and Minerals) Attaché (Exhibitions) Commercial Secretary (Timber) Commercial Secretary Attaché (Publicity) Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary (Timber) Assistant Commercial Secretary Assistant Commercial Secretary Attaché (Fisheries) Attaché (Exhibitions)	Office of the High Commissioner for Canada 1 Grosvenor Square LONDON W1X 0AB
Liverpool----- (Territory includes: Midlands, North England)	-----Canadian Government Trade Commissioner Assistant Trade Commissioner	Martins Bank Bldg., Water Street LIVERPOOL L2 3SY.
Glasgow----- (Territory includes: Scotland)	-----Canadian Government Trade Commissioner	Cornhill House 144 West George St. GLASGOW C2, Scotland.

Territory	Officers	Address
Belfast----- (Territory includes: Northern Ireland)	-----Canadian Government Trade Commissioner	15-17 Chichester St. BELFAST BT1 4JB Northern Ireland
Ceylon--Colombo-----		Commercial Division Office of the High Commissioner for Canada P.O. Box 1006 6 Gregory's Road Cinnamon Gardens COLOMBO
Chile--Santiago-----	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Casilla 771 Augustinas 1225, 5th Floor, SANTIAGO
Colombia--Bogota----- (Territory includes: Ecuador)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado Aereo 53531 Calle 58, No. 10-42 Piso 4 BOGOTA
Cuba--Havana-----		Commercial Division Canadian Embassy Gaveta 6125 Calle 30 No. 518 esquina 7a Avenida Miramar HAVANA Address for letters: P.O. Box 1515 Nassau BAHAMAS

Territory	Officers	Address
Czechoslovakia-----	Acting Commercial Secretary	Commercial Secretary Canadian Embassy Chancery Mickiewiczova 6 PRAGUE 6
Denmark--Copenhagen-----	Commercial Counsellor	Canadian Embassy
(Territory includes: Greenland, Poland)	Vice Consul and Assistant Commercial Secretary	Prinsesse Maries Allé 2 COPENHAGEN V
Dominican Republic-----		Commercial Division
Santo Domingo		Canadian Embassy Apartado 1393 Edificio Copello 408 Calle El Conde SANTO DOMINGO
European Communities-----	Deputy Head Counsellor	Mission of Canada to the European Com- munities
(Territory: European Community, European Atomic Energy Community, European Coal and Steel Community)	First Secretary First Secretary	Canadian Embassy 35, rue de la Science BRUSSELS 4, Belgium
France--Paris-----	Minister-Counsellor	Canadian Embassy
(Territory includes: Algeria, Andorra, Monaco, Morocco)	(Commercial) Commercial Secretary Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	35 Avenue Montaigne PARIS 8e

Territory	Officers	Address
Germany--Bad Godesberg-- (Territory includes: States of Baden- Wuerttemberg, Bavaria, Hesse, Rhine- land, Palatinate, Saar; West Berlin)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Kennedy-Allee 35 BAD GODESBERG
Duesseldorf-- (Territory includes: State of North Rhine-Westphalia)	-----Consul General Consul Vice Consul	Canadian Consulate General Koenigsallee 82 4 DUESSELDORF 1
Hamburg-- (Territory includes: City States of Bremen and Hamburg; States of Lower Saxony and Schleswig-Holstein)	-----Consul General Consul Vice Consul	Canadian Consulate General Esplanade 41-47 2000 HAMBURG 36
Ghana--Accra-- (Territory includes: Guinea, Ivory Coast, Liberia, Mali, Mauretania, Togo, Upper Volta)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1639 E 115/3 Independence Avenue ACCRA
Greece-Athens-- (Territory includes: Turkey)	-----Commercial Counsellor Assistant Commercial	Canadian Embassy 31 Vassilissis So- phias Avenue ATHENS 138
Guatemala--Guatemala City-- (Territory includes: Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 400 5a Avenida 11-70 Zone 1 GUATEMALA CITY, C.A.

Territory

Officers

Address

Hong Kong--Hong Kong-- (Territory includes: Cambodia, People's Republic of China, Laos, Macao, Vietnam)	-----Senior Canadian Government Trade Commissioner Trade Commissioner Trade Commissioner Assistant Trade Commissioner	P.O. Box 126 P. & O. Building, 11th Floor 21-23, Des Voeux Road Central HONG KONG
India--New Delhi-- (Territory includes: Bhutan, Nepal, Sikkim)	-----Commercial Counsellor for Canada Assistant Commercial Secretary	P.O. Box 11 13 Golf Links Road NEW DELHI 1
Iran--Tehran--	-----Commercial Secretary	Canadian Embassy, P.O. Box 1610 Bezrouke Building Corner of Takht Jamshid Avenue and Forsat St. TEHRAN
Ireland--Dublin--	-----Commercial Counsellor for Canada	66 Upper O'Connell St DUBLIN
Israel--Tel Aviv-- (Territory includes: Cyprus)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy P.O. Box 20140 84 Hahashmoniam St. TEL AVIV
Italy--Rome-- (Territory includes: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other Countries: Libya, Malta)	-----Minister-Counsellor (Commercial) Commercial Secretary Commercial Secretary (Agriculture) Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Via G.B. De Rossi 27 00161 ROME

Territory	Officers	Address
Milan----- (Territory includes: Provinces of Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alto Adige, Veneto, Liguria, Trieste, Valle d'Aosta, Friuli-Venezia)	-----Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General C.P. 3977 Via Vittor Pisani 19 20124 MILAN
Jamaica--Kingston----- (Territory includes: Bahamas, British Honduras, Cayman Islands, Turks and Caicos Islands)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1500 Tobago Road Corner Trafalgar Road and Knutsford Boulevard KINGSTON 10
Japan--Tokyo----- (Territory includes: Korea, Okinawa)	-----Minister (Commercial) Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Embassy of Canada Akasaka Post Office TOKYO 107
Kenya--Nairobi----- (Territory includes: Malawi, Tanzania, Uganda, Zambia)	-----Commercial Counsellor Commercial Secretary Assistant Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 3778 Industrial Promotion Services Building Kimathi Street Nairobi, Kenya

Territory	Officers	Address
Lebanon--Beirut-- (Territory includes: Iraq, Jordan, Kuwait, People's Republic of Southern Yemen (Aden), Persian Gulf area, Saudi Arabia, Syria, Trucial States, Yemen)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Boîte Postale 2300 Alpha Building Rue Clemenceau BEIRUT
Malaysia--Kuala Lumpur-- (Territory includes: Brunei, Burma)	-----Acting Commercial Secretary	Office of the High Com- missioner for Canada P.O. Box 990 A.I.A. Building Ampang Road KUALA LUMPUR
Mexico--Mexico City--	-----Commercial Counsellor Acting Commercial Secretary Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado Postal 5-364 Melchor Ocampo 463, 7th Floor MEXICO CITY 5, D.F.
Netherlands--The Hague--	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Sophialaan 7 THE HAGUE
New Zealand--Wellington-- (Territory includes: Cook Islands) Fiji, French Oceania, Gilbert and Ellice Islands, Tahiti, Tonga, Western Samoa)	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Com- missioner for Canada P.O. Box 12-049 Wellington North ICI Building, 3rd Floor Molesworth Street WELLINGTON

Territory	Officers	Address
Nigeria--Lagos----- (Territory includes: Dahomey, Gambia Niger, Senegal, Sierra Leone)	-----Acting Commercial Secretary	Office of the High Com- missioner for Canada P.O. Box 851 Niger House Odunlami Street LAGOS
Norway--Oslo----- (Territory includes: Iceland)	-----Acting Commercial Secretary	Canadian Embassy Fridtjof Nansens plass 5 OSLO 1
Pakistan--Islamabad----- (Territory includes: Afghanistan)	-----Commercial Secretary Assistant Commercial Secretary	Office of the High Com- missioner for Canada Hotel Shahrazed ISLAMABAD
Peru--Lima----- (Territory includes: Bolivia)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Casilla 1212 Edificio El Pacifico Corner Avenida Arequipa and Plaza Washington LIMA
Philippines--Manila----- (Territory includes: Republic of China (Taiwan)).	-----Consul General and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Com- missioner	Canadian Consulate General P.O. Box 1825 1414 Roxas Boulevard MANILA

Territory	Officers	Address
Portugal--Lisbon----- (Territory includes: Azores, Cape Verde Islands, Madeira, Portuguese Guinea)	-----Commercial Counsellor	Canadian Embassy Rua Rosa Araujo, 2-70 Seventh Floor LISBON 2
Puerto Rico--San Juan (Territory includes: Dominican Republic, Haiti, U.S. Virgin Islands)	Consul and Trade Commissioner	El Convento Hotel Calle del Cristo SAN JUAN
Singapore--Singapore----- (Territory includes: Indonesia, Thailand)	-----Commercial Counsellor Assistant Commercial Secretary	Office of the High Com- missioner for Canada P.O. Box 845 International Bldg., 11th Floor 360 Orchard Road SINGAPORE 1
South Africa--Johannesburg----- (Territory includes: States of Natal, Orange Free State, Transvaal, Other countries: Angola, Botswana, Lesotho, Malagasy, Mauritius, Mozambique, Reunion, Swaziland)	-----Canadian Government Trade Commissioner Assistant Trade Commissioner Assistant Trade Commissioner	P.O. Box 715 Mobil House, 17th Floor Corner Rissik and De Villiers Sts. JOHANNESBURG
Cape Town----- (Territory includes: Cape Province Other countries: St. Helena, South West Africa)	-----Canadian Government Trade Commissioner	P.O. Box 683 African Life Centre 13th Floor St. George's St. CAPE TOWN
Spain--Madrid----- (Territory includes: Provinces outside the Peninsula-Balearic Islands, Canary Islands, Spanish Sahara. Other coun-tries: Equatorial Guinea; Morocco added after March 31, 1969)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy Apartado 117 Edificio Espana Avenida de Jose Antonio 88 MADRID

Territory	Officers	Address
Sweden--Stockholm-- (Territory includes: Finland)	-----Commercial Counsellor Assistant Commercial Secretary	Canadian Embassy P.O. Box 14042 Kungsgatan 24 2-104 40 STOCKHOLM
Switzerland--Berne-- (Territory includes: Liechtenstein, Tunisia)	-----Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE
Thailand-----	-----Commercial Secretary and Consul	Canadian Embassy P.O. Box 2090 Thai Farmers Bank Bldg. 7th Floor, 142 Silom Rd. BANGKOK
Trinidad & Tobago----- (Territory includes: Barbados, French Guiana, Guadeloupe, Guyana, Leeward and Windward Islands, Martinique, Surinam)	-----Commercial Counsellor Commercial Secretary Assistant Commercial Secretary	Office of the High Com- missioner for Canada P.O. Box 1246 Colonial Building 72 South Quay PORT-OF-SPAIN
Union of Soviet Socialist Republics -- Moscow-----	Commercial Counsellor -----Commercial Secretary	Canadian Embassy 23 Starokonyushenny Pereulok MOSCOW
United Arab Republic----- Cairo (Territory includes: Ethiopia, Somali Republic, Sudan)	-----	Commercial Division Canadian Embassy Kasr el Doubara Post Office 6 Sharia Rouston Pasha Garden City CAIRO

Territory	Officers	Address
United Nations - Permanent Mission of Canada to the United Nations-----	Commercial Secretary Second Secretary	866 United Nations Plaza Suite 250 New York, N.Y. 10017 U.S.A.
United States----- Washington (Territory: District of Columbia)	Commercial Counsellor Commercial Counsellor Commercial Counsellor (Agriculture) Commercial Counsellor Assistant Commercial Secretary (Agriculture) Assistant Commercial Secretary	Canadian Embassy 1746 Massachusetts Ave. N.W. WASHINGTON, D.C. 20036
New York City----- (Territory includes: States of Connecticut, New Jersey (Twelve northern countries), New York, Other countries: Bermuda)	Deputy Consul General (Commercial) Consul and Assistant Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 680 Fifth Avenue NEW YORK CITY, N.Y. 10019
Boston----- (Territory includes: States of Maine, Massachusetts, New Hampshire Rhode Island, Vermont, Other countries: St. Pierre and Miquelon)	Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 500 Boylston St. BOSTON, Mass. 02116

Territory	Officers	Address
Chicago----- (Territory includes: States of Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Iowa, Kentucky, Missouri, Nebraska, part of Indiana)	-----Consul and Senior Trade Commissioner Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 310 South Michigan Ave. Suite 2000 CHICAGO, Illinois 60604
Cleveland----- (Territory includes: State of Ohio)	-----Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate Illuminating Building 55 Public Square CLEVELAND, Ohio 44113
Dallas (Territory includes: States of Texas, Arkansas, Kansas, New Mexico, Oklahoma)	Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 2100 Adolphus Tower 1412 Main Street DALLAS, Texas 75202
Detroit----- (Territory includes: State of Michigan and part of Indiana)	-----Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 1920 First Federal Building 1001 Woodward Avenue DETROIT, Michigan 48226

Territory	Officers	Address
Los Angeles----- (Territory includes: States of Arizona, California, (ten southern counties), and Clark County in Nevada)	-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 510 West Sixth St. LOS ANGELES, California 90014
New Orleans----- (Territory includes: States of Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee)	-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 2110 International Trade Mart 2 Canal St. NEW ORLEANS Louisiana 70130
Philadelphia----- (Territory includes: States of Delaware, Maryland, New Jersey (nine southern counties) Pennsylvania, Virginia, West Virginia)	-----Consul and Trade Commissioner Consul and Assistant Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate 3 Penn Center Plaza PHILADELPHIA Pennsylvania 19102
San Francisco----- (Territory includes: States of California (except the ten southern counties), Wyoming, Nevada, (except Clark County), Utah, Colorado, Hawaii)	-----Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Commercial Division Canadian Consulate General One Maritime Plaza Golden Gateway Center SAN FRANCISCO California 94111
Seattle----- (Territory includes: States of Oregon, Idaho, Washington, Montana, Alaska)	-----Consul and General and Trade Commissioner	Canadian Consulate General 1305 Tower Building Seventh Ave. at Olive Way SEATTLE, Washington 98101

Territory	Officers	Address
Uruguay - Montevideo----- (Territory includes: Falkland Islands)		Commercial Division Canadian Embassy Casilla Postal 852 1005 Calle Prudencia Vasquez y Vega MONTEVIDEO
Venezuela - Caracas----- (Territory includes: Netherlands Antilles)	-----Commercial Counsellor Assistant Commercial Secretary Assistant Commercial Secretary	Canadian Embassy Apartado del Este 62302 Avenida La Estancia No. 10 Ciudad Commercial Tamanaco CARACAS
Yugoslavia - Belgrade-----	-----Commercial Secretary	Canadian Embassy Proleterskih Brigada 69 BELGRADE, Yugoslavia

Appendix "D"

Location of Canadian Government Travel Bureau Offices Abroad (as of March 31, 1969)

East and Midwestern United States:

General Manager	Percy T. Cole, General Manager Eastern and Midwestern U.S.A. Room 1201, 680 Fifth Avenue New York, New York 10019
Boston	John R. Akin, Manager 263 Plaza The Prudential Center Boston, Massachusetts 02199
Cincinnati	Manager Room 1010, Enquirer Building 617 Vine Street Cincinnati, Ohio 45202
Cleveland	Ronald O. Gray, Manager Winous-Point Building 1250 Euclid Avenue Cleveland, Ohio 44115
Detroit	Roger A. Cloutier, Manager Book Building 1257-1259 Washington Blvd. Detroit, Michigan 48226
Hartford	E.L. Lynch, Manager 234 Constitution Plaza Hartford, Connecticut 06103
Indianapolis	Peter J. Fraser, Manager Room 502, Merchants Bank Building 11 South Meridian Street Indianapolis, Indiana 46204
New York	John M. Harrison, Manager 680 Fifth Avenue New York, New York 10019
Philadelphia	Courtney B. Chick, Manager Suite 305, 3 Penn Center Philadelphia, Pa. 19102
Pittsburgh	Charles A. Watt, Manager 1001-1003 Jenkins Arcade Liberty & Fifth Avenue Pittsburgh, Pennsylvania 15222

Rochester Harold E. Betts, Manager
247 Midtown Plaza
Rochester, New York 14604

Washington John R. Bunt, Manager
R.C.A. Building
1725 K Street, N.W.
Washington, D.C. 20006

Western United States and Pacific Area

General Manager Alan Field, General Manager
Western United States and
Pacific Area
Golden Gateway Center
155 Jackson Street, Room 1408
San Francisco, California 94111

Chicago Greg J. Loney, Manager
102 West Monroe Street
Chicago, Illinois 60602

Los Angeles Donald E. Alexander, Manager
510 West 6th Street
Los Angeles, California 90014

Minneapolis Hector L. Crombie, Manager
124 South 7th Street
Northstar Center
Minneapolis, Minnesota 55402

Mexico Miss Annette Fortier, Manager
9th Floor
110 Avenida Morelos
Mexico, D.F., Mexico

San Francisco David Moilliet, Manager
1 Second Street
Corner of Market
San Francisco, California 94105

Seattle Thomas L. Hill, Manager
304 Union Street
Seattle, Washington 98101

Sydney R. Douglas Palmer, Manager
Fifth Floor
40 Martin Place
Sydney, New South Wales
Australia

Tokyo William R. MacLean, Manager
Palace Building
10, 1-Chome
Marunouchi
Chiyoda-ku, Tokyo, Japan

Europe

General Manager George W. Powell
General Manager, Europe
Macdonald House, Room 326
1 Grosvenor Square
London, W. 1, England

Copenhagen Wayne Mercer, Manager
14 Raadhuspladsen
Copenhagen, Denmark

Frankfurt O.H. Tiessen, Manager
Kanadisches Fremdenverkehrsamt
6 Frankfurt Biebergasse 6-10
City Center, Frankfurt
West Germany

London Frank H. Galipeau, Manager
19 Cockspur Street
London, S.W. 1, England

Paris Pierre Turcotte, Manager
4 Rue Scribe
Paris IX, France

The Hague Peter J. Hann, Manager
Canadees Nationaal Verkeers-
bureau
Kamer 40
The Hague, Netherlands

Appendix "E"

Trade and Tariff Arrangements in force as of December 31, 1968

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Honduras, Guyana, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand and Britain and its dependent territories, except Hong Kong and the South Arabian Federation.

Canada also exchanges preferences with Ceylon, Cyprus, Gambia, Malawi, Malaysia, Malta, and Singapore and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Sierra Leone, Tanzania, Uganda and Zambia. Many of these countries are also members of GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged and exchanges specified preferences with Western Samoa.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of GATT increased during 1968 to 76 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Tunisia and the United Arab Republic are provisional members. The GATT is applied on a de facto basis to a number of newly independent states, pending final decisions as to their future commercial policy.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in-Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding trade and tariff agreements and arrangements in force on December 31, 1968 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Tariff Treatment
Australia-----	-----Trade Agreement signed Feb. 12, 1960, in force June 30, 1960. GATT effective Jan. 1, 1948.	Agreement provides for bindings of rates of duty and margins of preference on specified products and exchange of preferential tariff rates on most other products.
Barbados-----	-----Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean) GATT effective Nov. 30, 1966.	Agreement provides for exchange of preferential tariff treatment.
Botswana-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Botswana.
Britain-----	-----Trade Agreement signed Feb. 23, 1937, effective Sept. 1, 1937, modified by exchanges of letters Nov. 16, 1938, and Oct. 30, 1947. GATT effective Jan. 1, 1948.	Various concessions are granted by each country including exchange of preferential tariff treatment. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trustee-ships.
Ceylon-----	-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Commonwealth Caribbean----- Bahamas, Bermuda British Honduras, Leeward Island, Windward Islands.	-----Canada-British West Indies Trade Agreement signed July 6, 1925; in force April 30, 1927; Canadian notice of termina- tion of Nov. 23, 1968, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Protocol signed July 8, 1966, provides inter alia for continuation of 1925 Agreement. Bermuda, British Honduras, the Leeward Islands, and the Windward Islands participate in GATT.	Agreement provides for exchange of preferential tariff treatment.
Cyprus-----	-----GATT effective Aug. 16, 1960.	Canada and Cyprus exchange British preferential tariff treatment.
Gambia-----	-----GATT effective Feb. 18, 1965.	Canada and Gambia exchange pre- ferential tariff treatment.
Ghana-----	-----GATT effective Oct. 18, 1957.	Canada accords British preferential tariff treatment to Ghana (except on cocoa beans). Ghana extends most-favoured-nation treatment to Canada.
Guyana-----	-----Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Common- wealth Caribbean). GATT effective July 5, 1966.	Agreement provides for exchange of preferential tariff treatment.

Country

Agreement

Tariff Treatment

India-----Since 1897, Canada has unilaterally accorded British preferential treatment with-out contractual obligation. GATT effective July 8, 1948.

Jamaica-----Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 6, 1962.

Kenya-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Dec. 12, 1963.

Lesotho-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.

Malawi-----Malawi and Canada observe the terms of the 1958 Trade Agreement between Canada and the former Federation of Rhodesia and Nyasaland. GATT effective July 6, 1964.

Malaysia-----Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.

Canada accords British preferential tariff treatment to India. India extends most-favoured-nation treatment to Canada.

Agreement provides for exchange of preferential tariff treatment.

Canada accords British preferential tariff treatment to Kenya. Kenya extends most-favoured-nation treatment to Canada.

Canada accords British preferential tariff treatment to Lesotho.

Canada exchanges preferential tariff treatment with Malawi.

Canada and Malaysia exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Maldives	GATT de facto application	Canada accords British preferential tariff treatment to the Maldives Islands.
Malta	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1964.	Canada exchanges British preferential tariff treatment with Malta.
Mauritius	GATT de facto application	Canada exchanges British preferential tariff treatment.
New Zealand	Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	Agreement provides for bindings of rates of duty on specified products and the exchange of preferential tariff rates on all other products.
Nigeria	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Nigeria extends most-favoured-nation treatment to Canada.
Pakistan	Canada unilaterally accords British preferential tariff treatment without contractual obligation. GATT effective July 30, 1948.	Canada accords British preferential tariff treatment to Pakistan. Pakistan accords most-favoured-nation tariff treatment to Canada.
Rhodesia	Canada does not recognize the present Government of Rhodesia.	Trade embargo exists between Canada and Rhodesia with certain humanitarian exceptions.

Country	Agreement	Tariff Treatment
Sierra Leone-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective April 27, 1961.	Canada accords British tariff preferential tariff treatment to Sierra Leone. Sierra Leone extends most-favoured-nation tariff treatment to Canada.
Singapore-----	GATT de facto application	Canada and Singapore exchange preferential tariff treatment.
Swaziland-----	GATT de facto application	Canada and Swaziland exchange preferential tariff treatment.
Tanzania-----	GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic, April 23, 1964.	Canada accords British preferential tariff treatment to Tanzania. Tanzania extends most-favoured-nation treatment to Canada.
Trinidad and Tobago-----	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 31, 1962.	Agreement provides for exchange of preferential tariff treatment.
Uganda-----	GATT effective Oct. 9, 1962	Canada accords British preferential tariff treatment to Uganda. Uganda extends most-favoured-nation tariff treatment to Canada.
Zambia-----	GATT de facto application	Canada accords preferential tariff treatment to Zambia. Zambia extends most-favoured-nation treatment to Canada.

2. Arrangements with Non-Commonwealth Countries

Algeria-----	-----Franco-Canadian Trade Agreement of 1933 applied to Algeria. Algeria maintains a de facto application of GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured-nation treatment.
Argentina-----	-----Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. GATT effective October 11, 1967.	Exchange of most-favoured-nation treatment.
Austria-----	-----GATT effective Oct. 19, 1951.	Exchange of most-favoured-nation treatment.
Belgium-- Luxembourg-----	-----Convention of Commerce with the Belgium-Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Benelux (Belgium-- Netherlands-- Luxembourg Customs) Union-----	-----See Belgium-- Luxembourg and Netherlands.	
Bolivia-----	-----Order-in-Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Brazil-----	-----Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitely on April 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured-nation treatment.

Country

Agreement

Tariff Treatment

Bulgaria-----	Trade Agreement signed Oct. 8, 1963 renewed for further 3 years from Oct. 8, 1966.	Exchange of most-favoured-nation treatment and undertaking by Bulgaria to purchase a minimum of 200,000 metric tons of wheat or equivalent in flour during the three years' validity of the Agreement.
Burma-----	GATT effective July 29, 1948.	Exchange of most-favoured-nation treatment.
Burundi-----	GATT effective Nov. 25, 1965.	Exchange of most-favoured-nation treatment.
Cambodia-----	Franco-Canadian Trade Agreement of 1963 applied to Cambodia. Became a de facto member of GATT in 1968.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Cameroun-----	Franco-Canadian Trade Agreement of 1933 applied to Cameroun. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Central African Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured-nation treatment.
Chad-----	Franco-Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured-nation treatment.
Chile-----	Trade Agreement signed Sept. 10, 1941; in force provisionally Oct. 15, 1941; and definitively on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
China-----	-----Modus vivendi signed Sept. 26, 1946, covers the territory of China and Taiwan.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia-----	-----Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)-----	-----Franco-Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Kinshasa)-----	-----Belgo-Canadian Convention of Commerce of 1924 applied to the Congo (Kinshasa) which maintains a de facto application of GATT.	Since the Congo's independence in 1960, Canada has continued to grant most-favoured-nation treatment.
Costa Rica-----	-----Modus vivendi signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Cuba-----	-----GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Czechoslovakia-----	-----Convention of Commerce signed Mar. 15, 1928; in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured-nation treatment.
Dahomey-----	-----Franco-Canada Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Denmark----- (Including Greenland)	Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Dominican Republic-----	Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured-nation treatment, including scheduled concessions.
Ecuador-----	Modus vivendi signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Egypt-----	See United Arab Republic	
El Salvador-----	Exchange of notes of Nov. 2, 1937, in force Nov. 17, 1937.	Exchange of most-favoured-nation treatment. May be terminated on four months' notice.
Ethiopia-----	Exchange of notes effective June 3, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Finland-----	Exchange of notes of Nov. 13-17, 1948 effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured-nation treatment.
France and French overseas territories-----	Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment including scheduled concessions.

Country	Agreement	Tariff Treatment
Gabon-----	Franco-Canadian Trade Agree- of 1933 applied to Gabon. GATT effective Aug. 17, 1960.	Exchange of most-favoured-nation treatment.
Germany, Federal Republic of-----	GATT effective Oct. 1, 1951.	Exchange of most-favoured-nation treatment.
Greece-----	Modus vivendi by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1951.	Exchange of most-favoured-nation treatment.
Greenland-----	See Denmark	
Guatemala-----	Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Guinea-----	Franco-Canadian Trade Agree- ment of 1933 applied to Guinea.	Since creation of Guinea as an independent state in 1958, Canada has continued to grant most-favoured- nation treatment.
Haiti-----	Trade Agreement signed Apr. 23, 1937; in force Jan. 10, 1939. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Honduras-----	Exchange of notes signed July 11, 1956 effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary-----	Trade Agreement, June 11, 1964, renewed for three years from Aug. 9, 1968.	Exchange of most-favoured-nation treatment and minimum purchase under- takings by Hungarian foreign trade enterprises.

Tariff Treatment

Agreement

Country

Exchange of most-favoured-nation treatment.

Iceland-----Iceland has acceded to GATT April 21, 1968.

Exchange of most-favoured-nation treatment.

Indonesia-----GATT effective Mar. 1, 1948.

Canada grants most-favoured-nation tariff rates as long as Iran accords reciprocal treatment.

Iran-----Special arrangement by Order-in-Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956.

Exchange of most-favoured-nation tariff treatment.

Iraq-----Special arrangement by Order-in-Council effective Sept. 15, 1951.

Agreement provides for bindings to Canada of rates of duty on specified products, and for exchange of preferential tariff treatment.

Ireland-----Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933; modified by exchange of letters Dec. 21, 1967. GATT effective Dec. 22, 1967.

Exchange of most-favoured-nation treatment.

Israel-----GATT effective July 5, 1962.

Exchange of most-favoured-nation treatment.

Italy-----Modus vivendi by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.

Exchange of most-favoured-nation treatment.

Ivory Coast-----Franco-Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.

Exchange of most-favoured-nation treatment.

Japan-----Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept. 10, 1955.

Country	Agreement	Tariff Treatment
Korea, Republic of-----	Trade Agreement signed Dec. 20, 1966. Korea became a full member of GATT, April 14, 1967.	Canada and Korea exchange most-favoured-nation treatment.
Kuwait-----	GATT effective June 18, 1961.	Exchange of most-favoured-nation treatment.
Laos-----	Franco-Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Lebanon-----	Special arrangement, by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia-----	Special arrangement, by Order-in-Council effective Mar. 1, 1955.	Canada accords most-favoured-nation treatment.
Liechtenstein-----	See Switzerland	
Luxembourg-----	See Belgium-Luxembourg	
Malagasy Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured-nation treatment.
Mali, Federation of-----	Franco-Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a de facto application of GATT	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Mauritania-----	Franco-Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico-----	Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratification exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco-----	Various agreements relating to former French, Spanish and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands-----	Convention of Commerce of July 11, 1924, includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Nicaragua-----	Trade Agreement signed Dec. 19, 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.
Niger-----	Franco-Canadian Trade Agreement of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured-nation treatment.
Norway-----	Convention of Commerce and Navigation with United Kingdom of March 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Panama-----	Order-in-Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured-nation treatment.
Paraguay-----	Exchange of notes on May 21, 1940 in force June 21, 1940.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Peru-----	GATT effective Oct. 8, 1951.	Exchange of most-favoured-nation treatment.
Philippines-----	No Agreement	Canada and Philippines continue to exchange most-favoured-nation treatment without contractual obligation.
Poland-----	Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936. GATT effective Oct. 18, 1967.	Exchange of most-favoured-nation treatment.
Portugal, Portuguese adjacent islands and Portuguese overseas provinces-----	Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment.
Romania-----	Trade Agreement signed March 22, 1968, effective for 3 years from date of signature.	Exchange of most-favoured-nation treatment and minimum purchase by commitment by Romania.

Country	Agreement	Tariff Treatment
Rwanda-----	-----GATT effective Jan. 1, 1966.	Canada grants most-favoured-nation treatment.
Switzerland-----	-----United-Kingdom-Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1885, applies to Canada. By exchange of notes, Liechtenstein included under terms of this agreement effective July 14, 1947. GATT effective Aug. 1, 1966.	Exchange of most-favoured-nation treatment.
Syrian Arab Republic-----	-----Special Arrangement by Order in Council of Nov. 19, 1946.	Canada grants most-favoured-nation treatment tariff rates as long as Syria accords reciprocal treatment.
Togo-----	-----Franco-Canadian Trade Agreement of 1933 applied to Togo. GATT effective March 20, 1964	Exchange of most-favoured nation treatment.
Tunisia-----	-----Tunisia has acceded to GATT provisionally in 1959.	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Turkey-----	-----Exchange of notes signed March 1, 1948; in effect March 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment.
Senegal-----	-----Franco-Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
South Africa-----	Trade Agreement signed Aug. 20, 1932; in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935 effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on schedules items. Exchange of most-favoured-nation treatment.
Spain and Spanish possessions-----	Since Aug. 1, 1928, Canada adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 25, 1954. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment.
Sweden-----	United Kingdom-Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment.
U.S.S.R.-----	Trade Agreement signed Feb. 29, 1956, renewed for three-year periods. Last renewed on June 20, 1966, for a further period until April 17, 1969.	Exchange of most-favoured-nation treatment. On the day of the Trade Agreement's extension, July 20, 1966 a contract was signed committing the U.S.S.R. to buy 9 million long tons of Canadian wheat and flour in the three succeeding years.
United Arab Republic (Egypt)-----	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.

Agreement

Tariff Treatment

Country

United States-----Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT.
GATT effective Jan. 1, 1948.

Upper Volta-----Franco-Canadian Trade Agreement of 1933 applied to Upper Volta.
GATT effective Aug. 5, 1960.

Uruguay-----Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional Protocol signed Oct. 19, 1953.
GATT effective Dec. 16, 1953.

Venezuela-----Modus vivendi signed and brought into force Oct. 11, 1950.

Vietnam-----Franco-Canadian Trade Agreement of 1933 applied to Vietnam.

Western Samoa-----Relations continue to be governed by Trade Agreement of 1932 with New Zealand.

Yugoslavia-----Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom-Serb-Croat-Slovene Treaty of Commerce and Navigation of May 12, 1937; in force Aug. 9, 1928.
GATT effective Aug. 25, 1966.

Most-favoured-nation treatment exchanged.

Exchange of most-favoured-nation treatment.

Most-favoured-nation treatment.

Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.

Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.

The parties exchange specified preferences on schedules goods and reciprocally exchange British preferential tariff rates on items not schedules.

Exchange of most-favoured-nation treatment.

Appendix "F"

International Meetings at which the Department
was represented

Office of General Relations

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
GATT Committee on Trade and Development	January	Geneva
OECD Ad Hoc Group on Preferences	January	Paris
OECD Trade Committee	January	Paris
UNCTAD Eighth Session of the Trade and Development Board	January/February	Geneva
International Sugar Council	January	London
International Sugar Council Executive Committee	January/February	London
International Coffee Council Executive Board	January	London
International Coffee Council Executive Board	January	London
GATT Committee on Trade in Industrial Products	February	Geneva
GATT Special Group on Tropical Products	February	Geneva
GATT Committee on Trade in Industrial Products	February	Geneva
GATT W.P. on Dairy Products	February	Geneva
GATT Committee on Anti-Dumping	February	Geneva
OECD Ministerial Meeting	February	Paris
OECD Working Party on Government Purchasing	February	Paris

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
OECD Iron and Steel Special Committee	February	Paris
GATT Committee on Agriculture	March	Geneva
GATT W.P. on Border Tax Adjustments	March	Geneva
GATT BOBs Committee Consultations with Iceland, Korea, Ceylon	March	Geneva
GATT Advisory Group on UNCTAD-GATT Trade Centre	March	Geneva
GATT Committee on Trade and Development	March	Geneva
GATT Committee on Trade in Industrial Products	March	Geneva
International Coffee Council Executive Board	March	London
International Coffee Council	March	London
Fourth International Tin Agreement Preparatory Committee	March	London
International Tin Council	March	London
United Nations Conference on Olive Oil	March	Geneva

Office of Tourism

Third Trans-Atlantic Travel Congress (sponsored jointly by Canada, Mexico, the United States and the countries of the European Travel Commission	March	Amsterdam
83rd Executive Committee Meeting of International Union of Official Travel Organizations (IUOTO)	March	Cairo

Appendix "G"

Trade and Industry Association Meetings in which the
Department participated in January 1 - March 31, 1969

CHEMICALS

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
Canadian Manufacturers of Chemical Specialties Association	January	Ottawa, Ontario
Canadian Paint Manufac- turers Association	March	Ottawa, Ontario

WOOD PRODUCTS

Canadian Furniture Mart	January	Toronto, Ontario
Canadian Pulp and Paper Association Technical Section	January	Montreal, Quebec
Canadian Home Manufac- turers Association	January	Toronto, Ontario
National House Builders Association	January	Vancouver, B.C.
Canadian Kitchen Cabinet Association	January	Vancouver, B.C.
Canadian Weekly News- paper Association	January	Toronto, Ontario
Printing House Crafts- men	Jan. Feb. March	Ottawa, Ontario
Canadian Lumbermen's Association	February	Montreal, Quebec
Canadian Hardwood Ply- wood Association	February	Montreal, Quebec
Canadian Hardwood Flooring Manufacturers Association	February	Montreal, Quebec
Canadian Pulp and Paper Association Woodlands Section	March	Montreal, Quebec
Graphic Arts Industries Association	March	Ottawa, Ontario

MATERIALS

American Mining Congress Annual Meeting	January	Washington, D.C.
OECD Iron and Steel Committee	February	Paris,

<u>Meeting</u>	<u>Date</u>	<u>Location</u>
Canadian Copper and Brass Development Association Annual Meeting	February	Toronto, Ontario
Mining Association of Canada Annual Meeting	February	Toronto, Ontario
American Institute of Mining Metallurgical and Petroleum Engineers	February	Washington, D.C.
International Tin Council	March	London, Ontario
Canadian Hardware and Housewares Manufacturers Association Export Forum	March	Montebello, Quebec
Canadian Sheet Steel Building Institute Annual Conference	March	Ottawa, Ontario

Appendix "H"

Trade Fair Exhibits sponsored by the Department -
January 1 - March 31, 1969

Name of Show: International Automotive Engineering Congress
and Exposition
Location: Detroit, Mich. U.S.A.
Dates: January 13-17, 1969
Firms Participating: Institutional show
Products: Automotive parts
Attendance: 26,500 visitors
Space occupied: (1,750 sq. ft.)

Name of Show: National Association of Home Builders Show
Location: Houston, Texas, U.S.A.
Dates: January 13-17, 1969
Firms Participating: Institutional show
Products: Variety of Can. lumber species, prefinished plywood
panels of decorative wood
Attendance: Estimated 51,000 (closed show)
Space occupied: 1,560 square ft.

Name of Show: 12th Annual Mid-America Boat Show
Location: Cleveland, Ohio, U.S.A.
Dates: January 17-26, 1969
Firms Participating: 18
Products: Sail boats, power boats, houseboats
Attendance: exceeded 130,000
Space occupied: 8,600 sq. ft.

Name of Show: Deubau (German Building Exhibition)
Location: Essen, Germany
Dates: February 1-9, 1969
Firms Participating: 16 plus institutional displays
Products: Timber frame construction technique Can. wood species,
building products
Attendance: 103,000 trade visitors
Space: 2,565 sq. ft.

Name of Show: National Sporting Goods Association
Location: Houston, Texas, U.S.A.
Dates: February 2-6, 1969
Firms Participating: 18
Products: Sporting goods
Attendance: 25,000 estimated
Space: 2,700 sq. ft.

Name of Show: American Association of School Administrators
Convention
Location: Atlantic City, New Jersey, U.S.A.
Dates: February 15-19, 1969
Firms Participating: 19
Products: School furniture and equipment
Attendance: 25,000 visitors
Space: 3,040 square feet

Name of Show: Boston Gift Show
Location: Boston, Mass., U.S.A.
Dates: March 3-7, 1969
Firms Participating: 15
Products: Gift wares
Attendance: 4,113 buyers registered (restricted to buyers)
Space occupied: 2,200 square feet

Name of Show: International Toy Trade Fair
Location: Sydney, Australia
Dates: March 16-20, 1969
Firms Participating: 8
Products: Toys
Attendance: N/A
Space occupied: 1,950 sq. ft. approx.

Name of Show: New England Hospital Assembly
Location: Boston, Massachusetts, U.S.A.
Dates: March 24-26, 1969
Firms Participating: 16
Products: Medical and hospital equipment
Attendance: 16,701 (trade)
Space occupied: 1,800 square feet

Name of Show: Institute of Electrical and Electronics Engineers
Conference Exhibition
Location: New York, N.Y., U.S.A.
Dates: March 24-27, 1969
Firms Participating: 12
Products: Electrical and electronic equipment and components
Attendance: 60,543 visitors
Space occupied: 1,620 square feet

Name of Show: Salon International des Composants Electroniques
Location: Paris, France
Dates: March 28-April 2, 1969
Firms Participating: 7
Products: Electronic equipment and components
Attendance: N/A
Space occupied: 1,560 sq. ft.

Name of Show: Solo Apparel Show
Location: New York, N.Y. U.S.A.
Dates: January 6-17, 1969
Firms Participating: 17
Products: Ladies rainwear
Attendance: App. 175
Space occupied: Individual hotel rooms

Lumber Shows

Name of Show: Northeastern Retail Lumbermen's Association
Convention

Location: New York, N.Y. U.S.A.

Dates: January 17-19, 1969

Firms Participating: Institutional

Products: Variety of lumber species, panelling and flooring

Attendance: Approximately 5,335

Space Occupied: 80 sq. ft.

Name of Show: Carolina Lumber and Building Material Dealers
Assoc. Exposition

Location: Charlotte, N.C., U.S.A.

Dates: February 4-6, 1969

Firms Participating: Institutional

Products: Lumber

Attendance: Approximately 3,200 (included 1,800 public)

Space Occupied: 80 sq. ft.

Name of Show: Ohio's 88th Annual Building Products Industry
Trade Show

Location: Columbus, Ohio U.S.A.

Dates: February 18-20, 1969

Firms Participating: Institutional

Products: Lumber

Attendance: 3,400 (not open to public)

Space Occupied: 100 sq. ft

Name of Show: Mid-America Building Products Exposition and
Dealer Congress

Location: Kansas City, Missouri, U.S.A.

Dates: February 19-21, 1969

Firms Participating: Institutional

Products: Lumber

Attendance: 4,207

Space Occupied: 80 sq. ft.

Name of Show: Nebraska Lumber Merchants Association Convention
and Building Materials Show

Location: Omaha, Nebraska, U.S.A.

Dates: March 5-6, 1969

Firms Participating: Institutional

Products: Lumber

Attendance: 2,376

Space Occupied: 80 sq. ft.

The CGTB participated in the following sports and travel shows during the period January 1 through March 31, 1969

San Francisco Sports & Boat Show

January 10-19

Attendance: 375,000

Mid-America Boat Show (in co-operation with trade fairs division)
Cleveland

January 17-26

Attendance: 125,000

New England Sportsmen's & Camping Show

Boston

January 18-26

Attendance: 250,000

Ohio Valley Sports Vacation & Travel Show

Cincinnati

January 18-26

Attendance: 98,400

Los Angeles Sports Vacation & Travel Show

January 24 - February 2

Attendance: 235,000

Rochester Travel & Vacation Show

Rochester, N.Y.

January 29 - February 2

Attendance: 42,000

Michigan National Boat Sports & Vacation Show

Detroit

February 1-9

Attendance: 45,000

Wheels & Keels Show

New York

February 7-9

Attendance: 4,000

Kentucky Sport Boat & Vacation Show

Louisville

February 8-16

Attendance: 145,000

Columbus Sport Vacation & Travel Show

February 8-16

Attendance: 125,000

Philadelphia Boat Show
February 15-23
Attendance: 100,000

The Greater Northwest Camping Show
Minneapolis
February 15-23
Attendance: 71,000

Western Pennsylvania Sportsmen's Show
Pittsburgh
February 26 - March 2
Attendance: 24,600

Cincinnati Sports Boat & Vacation Show
February 28 - March 9
Attendance: 35,000

Colorado Sport & Vacation Show
Denver
March 4-9
Attendance: 93,682

Rochester Boat & Travel Show
Rochester N.Y.
March 8-15
Attendance: 25,000

New York International Sports & Camping Show
March 8-16
Attendance: 300,000

American & Canadian Sportsmen's Vacation & Boat Show
Cleveland
March 7-16
Attendance: 150,000

Chicago National Boat Travel & Outdoors Show
March 21-30
Attendance: 407,000

Washington Sports Camping & Travel Shows
Washington, D.C.
March 29 - April 6
Attendance: 100,000

Indianapolis Boat Sport & Travel Show
March 28 - April 6
Attendance: 40,000

Portland Family Camping & Vacation Fair
March 28-30
Attendance: 23,000

Co-op Promotions

During this period, the Canadian Government Travel Bureau was finalizing its plans for the 1969 Spring series (April, May) of co-op travel promotions in Boston, Detroit and Minneapolis shopping centres. The large-scale travel shows consisting of exhibits, live entertainment, contests and travel counselling supported by advertising, direct mail and publicity was being staged to create an awareness of Canada as a travel destination in these major centres.

The co-operating provincial partners included the Atlantic Provinces in Boston; Quebec and Ontario in Detroit; and Ontario Manitoba and Saskatchewan in Minneapolis. Additional support was supplied by the private sector - carriers, hotels, motels and car-rental firms.

Displays

Window displays were designed, fabricated and shipped to Travel Bureau offices in the U.S.A., London, Paris, Frankfurt and Tokyo on a monthly basis.

In addition, the Promotion section continued to provide travel promotion display material to all Canadian Government Travel Bureau offices for distribution to the travel trade throughout the world.

Appendix "I"

Canadian Trade Missions - January 1 - March 31, 1969

OUTGOING

Airport Equipment Mission to Yugoslavia	January 31 to February 15	- 9 members
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The objective of the mission was to continue the initiative started in the incoming mission from Yugoslavia and to promote understanding and trade between these two countries.

Technical Plywood Mission to Japan	February 14 to March 12	- 8 members
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This mission reviewed specifications and requirements of the Japanese plywood market and assessed potential fir plywood sales opportunities in relation to Canadian production facilities.

Oilseeds Mission to Belgium, Portugal, Morocco, Spain, Italy and Greece	February 1 to February 22	- 4 members
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The purpose of the mission was to explore the opportunities for current and long term marketing and assess existing competition.

Consulting Engineering and Capital Equipment Mission to Australia, New Zealand and Fiji	March 6 to April 4	- 6 members
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To study present and future developments with special emphasis on mining, gas, oil and forest industries fields and to evaluate opportunities for Canadian firms.

Canadian Air Industries Mission to Spain	March 22 to March 30	- 9 members
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Fact finding mission with the object of increasing Canada's aerospace exports.

Pulp & Paper Converted Pro- ducts Mission to Bulgaria, Czechoslovakia, Hungary, Poland, Romania & Yugoslavia	March 21 to April 13	- 8 members
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This mission explored the immediate and future sales prospects for Canadian pulp and paper.

Power Equipment Mission to April 11 to
Chile, Brazil and Argentina May 3 - 6 members

This mission explored the opportunities for marketing of Canadian electrical products and services in Latin America.

INCOMING

Agricultural Equipment
Mission from the United March 23 to
States March 30 - 4 members

The purpose of this mission was to establish representation for implement and equipment manufacturers.

The CGTB participated in the following Canadian Trade Missions outgoing mission during the period January 1 through March 31, 1969

Travel Mission to California February 14-28 - 5 members

Audio-visual presentations of Canada as a vacation destination to key travel industry executives in nine major cities in California. Operated in co-operation with Air Canada and CP Air.

Travel Mission to Mexico February 17-21 - 12 members

Audio-visual presentations of Canada as a vacation destination to key travel executives in Mexico City and Guadalajara. Co-operative venture amongst Office of Tourism; Department of Tourism, Fish and Game, Province of Quebec; City of Montreal; Department of Tourism and Information, Province of Ontario; and the private sector.

Travel Mission to the February 24-
South Pacific March 29 - 7 members

Audio-visual presentations of Canada as a vacation destination to key travel executives in sixteen cities in Australia, New Zealand, Fiji and Hawaii. Operated in co-operation with CP Air.

Appendix "J"

Publications Produced by the Trade Publicity Branch from
January 1 to March 31, 1969

PERIODICALS

Canada Courier - Canada's international trade promotion
newspaper in five languages.
Foreign Trade - Fortnightly magazine for Canadian exporters.
Commerce Extérieur - Monthly magazine for Canadian exporters.

COMMODITY BOOKLETS

Some Basics of Building -- English (revised)
Metal Tube and Pipe From Canada -- English, Spanish
Chemical Products -- English, Spanish, French
Canada in the World of Electronics -- English, French (revised)

TRADE FAIR PUBLICATIONS

SAE Automotive Engineering Congress and Exposition, January 13 - 17.
Ladies Rainwear from Canada -- January 6 - 17 (three promotion pieces)
Deubau '69 Building Exhibition -- February 1 - 9 (two booklets)
Utrecht '69 Building Exhibition -- April 10 - 19 (two booklets)
National Sporting Goods Association Show -- February 2 - 6
American Association of School Administrators -- February 17 - 21
Institute of Electrical & Electronics Engineers Conference --
March 24 - 27
Boston Gift Show -- March 3 - 7
New England Hospital Assembly -- March 24 - 26
International Toy Fair -- March 16 - 20
Salon International des Composants Electroniques -- March 28 - April 2

TRAVEL BUREAU PUBLICATIONS

The Canadian Government Travel Bureau produces some thirty-seven promotional and informational booklets. The majority of these are in full colour and variously produced in the following languages: Danish, Dutch, English, Finnish, French, German, Italian, Japanese, Norwegian, Spanish and Swedish, as well as special versions for Australia and the United Kingdom. Titles are:

Accommodation Guide, National Parks
Adventure Tours from the Trans-
Canada Highway
Atlantic Book
Big Vacation Land
Budget Hotels
Campgrounds & Picnic Sites
Canada
Canada, Border Crossing

Canada, Events
Canada in Wintertime
Convention Manual
Direct Mail Folders (various
subjects)
Ferries, Bridges & Boat Tours
Firearms & Fishing Regulations
Fisherman's Paradise
Havens from Hay Fever

Highway Map, Canada and the Northern
United States
Honeymoon in Canada
Hunter's Paradise
Icefield Highway
Know Canada Better
Mackenzie Route to the Northwest
Territories
National Parks, West
National Parks, East
National Parks, General
Natural Wonders

Package Tours
Radiant in the Mood of
Autumn
Road to Yukon Adventure:
Alaska Highway
See Canada at Work
Ski Canada
Something Different
So You're Going to Canada
Summer Courses
Travel Agents Manual
Youth Hostels

A folder titled "Canada, The Big Holiday Land" was prepared and translated into Japanese for distribution at Expo '70, Osaka. This folder will also be translated into all other languages.

The special interest folder "See Canada At Work" was created to assist businessmen to combine business with pleasure. It gives information on how people can make arrangements to visit business establishments in this country. This folder will be translated into the other languages.

A new series of posters depicting typical Canadian scenes was produced early in the new year.

INDIVIDUAL C.G.T.B. NEWSLETTERS ISSUED ABROAD

<u>JAPAN</u>	"Canada" Newsletter	- six per year (Japanese)
<u>AUSTRALIA</u>	"Canada" Traveletter	- issued quarterly (English)
<u>GERMANY</u>	"FERIEN IN KANADA"	- quarterly (German)
<u>FRANCE</u>	"VACANCES AU CANADA"	- quarterly (French)

Appendix "K"

Statements of Departmental Expenditure and Revenue

1. Statement of Expenditure for the Fiscal Year ended March 31, 1969

ORDINARY

	<u>1968-69</u>
Minister's Salary and Motor Car Allowance	\$ 12,522
Departmental Administration	9,782,522
Trade Commissioner Service -	
Administration and Operation	11,131,571
Construction or Acquisition of Buildings	419,821
Canadian Government Travel Bureau	<u>10,134,555</u>
	\$31,480,991

SPECIAL

Canadian Government Participation in World Exhibitions	\$ 2,380,205
Payment of Carrying Costs of Temporary Wheat Reserves	48,912,253
Payment in connection with Prairie Grain Advance Payments Act	2,634,547
Payment to the Canadian Wheat Board for sale of wheat below minimum prices for wheat	7,092,375
Pensions and other benefits to former locally engaged employees of offices abroad	964
Refunds of amounts credited to revenue in previous years	<u>100</u>
	\$92,501,435

2. Statement of Revenue for the Fiscal Year 1968-69

A. Return on Investments	\$11,406,607
B. Privileges, Licences and Permits	45,357
C. Proceeds from Sales	1,044
D. Services and Service Fees	146
E. Refunds of Previous Years Expenditure	56,474
F. Miscellaneous	<u>845,299</u>
	\$12,354,927

Appendix "L"

Legislation Administered by the Department of Trade and Commerce

1. Legislation for which the Department is administratively responsible

Department of Trade and Commerce Act
Electricity Inspection Act
Export Act
Export and Import Permits Act
Gas Inspection Act
National Trade Mark and True Labelling Act
Precious Metals Marking Act
Weights and Measures Act

2. Other Legislation reported to Parliament through the Minister of Trade and Commerce:

Canadian Wheat Board Act
Canadian World Exhibition Corporation Act
Corporations and Labour Unions Returns Act
Export Credits Insurance Act
Prairie Grain Advance Payments Act
Statistics Act
Temporary Wheat Reserves Act

Appendix "M"

Boards, Crown Corporations and Agencies Reporting to Parliament
through the Minister of Trade and Commerce

Canadian Wheat Board
425 Main Street, Winnipeg, Manitoba
Chief Commissioner, W.C. McNamara

*Dominion Bureau of Statistics
Tunney's Pasture, Holland Avenue, Ottawa, Ontario
Dominion Statistician, W.E. Duffett

Export Credits Insurance Corporation
Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario
President and General Manager, H.T. Aitken

The activities of these organizations are described in their
respective annual reports.

*The Dominion Bureau of Statistics is a Department of Government.

SEP 28 1982

